Incorporating *International Commerce*

FEBRUARY 8, 1971

A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

Commerce Today

. Coming Developments in Business and Technology

New Solutions To Oil Spills

FROM THE SECRETARY

Turning Point

President Nixon's call for a New American Revolution could turn out to be the most significant peaceful turning point in the history of the nation.

It can set the course for the last third of the century, and beyond.

If any single factor dominated the middle third of this century in America, it has been the explosive growth of the Federal government—in its powers, responsibilities, resources, and its influence on every aspect of our country's life.

Much of that growth, reflecting reaction to short-term problems and immediate needs, has been haphazard both in substance and in form. We have built a patchwork of bureaucracies to promote piecemeal programs.

This has frequently led to more problems than solutions.

President's efforts

In his first two years in office President Nixon proposed and sought to achieve reforms of some of the most pressing ailments of government and the system by which we live. He brought an unprecedented boldness and innovation to bear on a broad scope of urgent public concerns.

He committed more U.S. spending for human resources than for defense, for the first time in decades.

He also applied his own great sense of order and discipline to the form and processes of government, creating such bodies as the Domestic Affairs Council and the Committee on International Economic Policy, to name only two.

Now he has called for six new goals for America.

They constitute a long-range view of the nation's needs. They represent an historic departure from the patchwork and piecemeal, to a new merger of substance and form, so that government at all levels will be more responsive to the people, and better able to meet their long-term needs.

Commerce view

Achievement of three of the President's goals could be expected to affect the Department of Commerce.

- The present Department as a whole would meld into the projected Department of Economic Development, together with key elements of Labor, Transportation, Agriculture, the SBA and other agencies.
- Activities of the Economic Development Administration and the Regional Commissions reportedly would be diverted into the mainstream of Revenue Sharing.
- NOAA would be moved to the proposed Department of Natural Resources.

The Department of Commerce fully supports the massive attempt by the President to bring government up to date, so that it may deal better with our problems. His proposals reflect his broad overview of America and its institutions, and we believe they are bold, sound, and historic.

Looking ahead

However, until such time as the Congress may implement them, the Department will continue to function normally in every way, in each of its activities and programs.

Nothing will be halted.

Nothing will go on a standby, wait-and-see basis.

We will continue everything to the fullest possible extent within the present structure and framework.

But looking ahead, achievement of the President's goals would represent a major redress of power, to the great benefit of the people.

Realizing these goals would be a significant achievement for the nation.

Maurice H. Stans

Commerce Today

Incorporating *International Commerce*

Vol. I, No. 9, February 8, 1971

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ECONOMIC
HIGHLIGHTS

Defense Cutbacks Reflect Shift In Priorities; Additional Reductions Expected In 1971

Economic Highlights is prepared by Dr. Harold C. Passer, Assistant Secretary for Economic Affairs, and is based on the latest economic indicators (see charts on adjoining page).

The U.S. economy was significantly affected in 1970 by the ebbing of the war in Vietnam and the accompanying cutbacks in Federal Government outlays for national defense. This transition from a wartime to a peacetime level of defense spending has not yet been completed, and further declines in defense activity are in prospect.

The economy was adversely affected in 1970 because the reductions in defense spending came at a time when Government policies of restraint were being applied to the economy as a whole to combat inflation. Military purchases were reduced, forcing employment cuts by defense contractors. The Defense Department also cut back its manpower, both civilian and military.

These cutbacks are part of the process of shifting our national priorities toward other public and private needs. In fact, production of goods and services for civilian use increased in 1970. This gain, however, was more than offset by the decline in defense and, therefore, total GNP in real terms declined slightly.

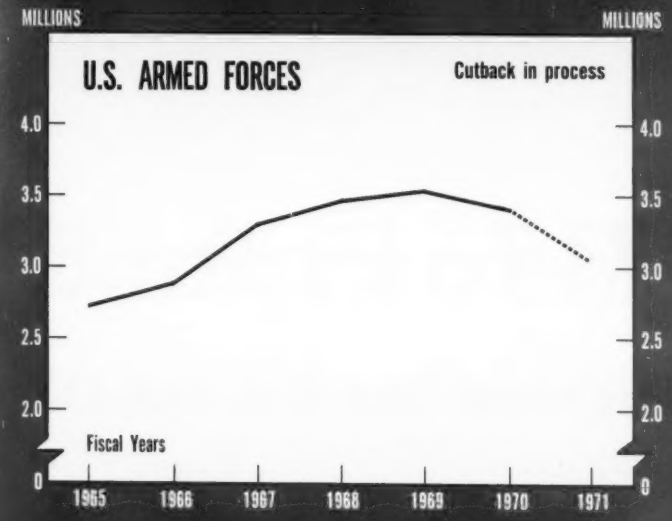
The extent of the shift in priorities that has already occurred is indicated by the proportion of the Nation's resources devoted to defense. In the peak year of the Vietnam war, 1968, defense expenditures took 9 percent of our GNP. In 1970, this percentage declined to a little less than 8 percent and in 1971 will drop to around 7 percent. This is even lower than in the first half of the 1960s, when defense averaged 8½ percent of GNP.

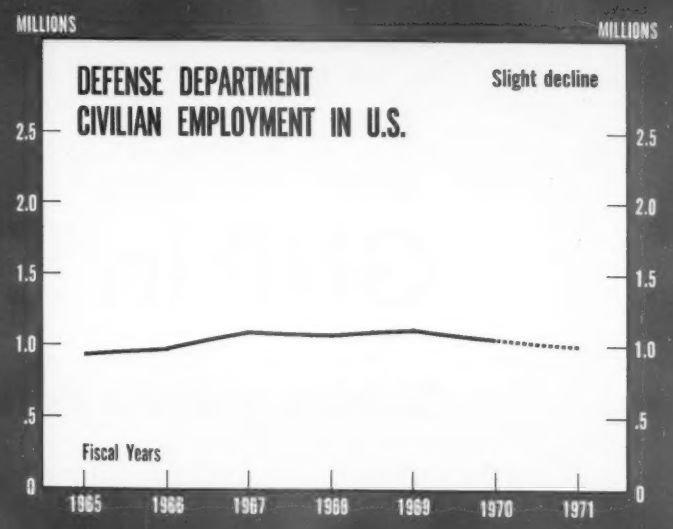
These defense cutbacks led to reductions in the U.S. Armed Forces, civilian employment of the Department of Defense, and defense-related jobs in private industry. The impact of these cutbacks fell unevenly among communities and occupations, depending upon the importance of defense activity. The geographic and occupational concentration of defense-related employment has made the transition to a peacetime economy more difficult.

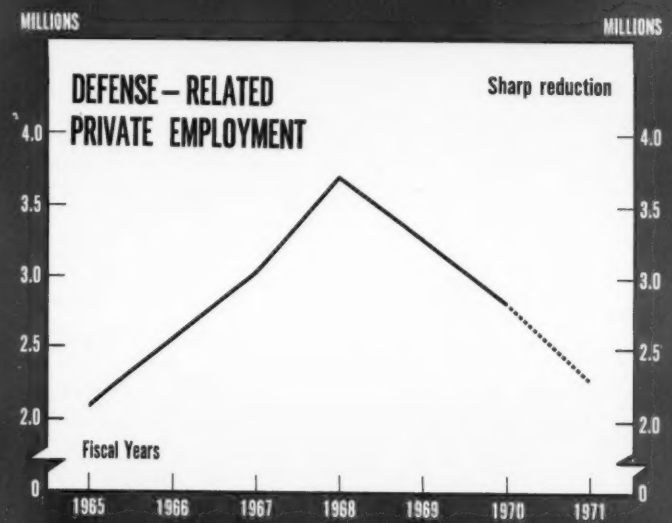
The leading indicators of economic activity have been on the uptrend since May. This underlying movement has been obscured by the widespread effects of the auto strike. Following the end of the strike, the composite index rose sharply in December.

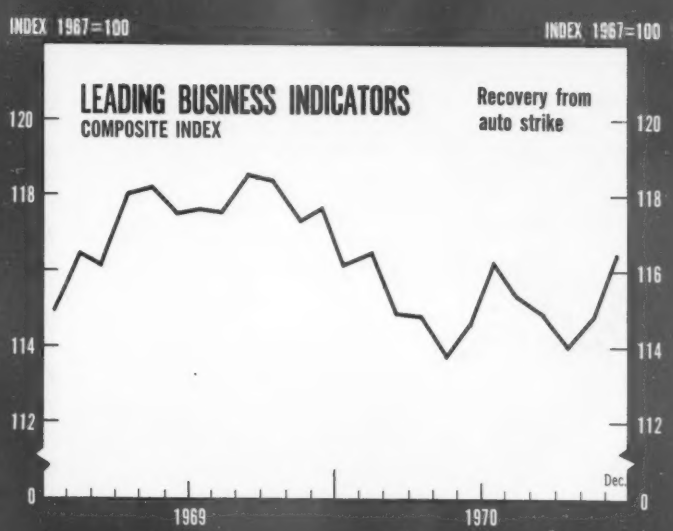
New orders for durable goods also rose sharply in December, reflecting a rise in new bookings for steel as well as the end of the auto strike. The excess of exports over imports recovered in December but remained below the average for the first half of the year.

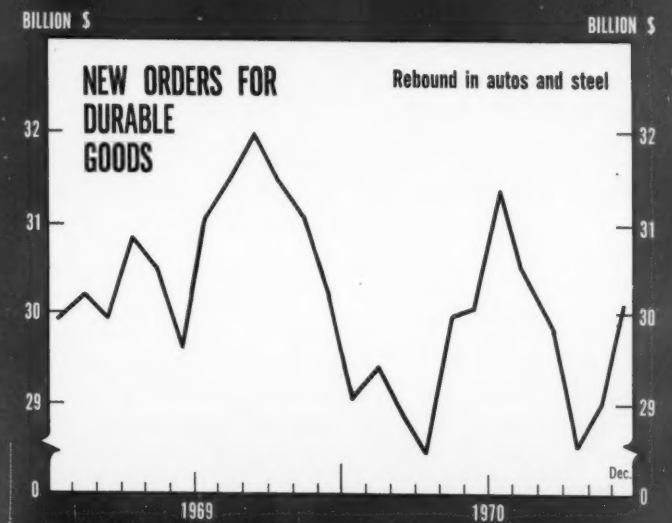
Latest Indicators

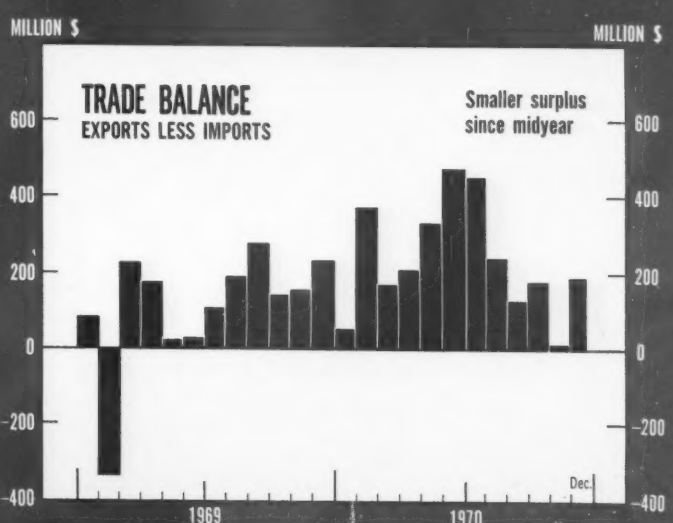












Monthly data seasonally adjusted.

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GNP In 1971 To Expand

Secretary Stans Predicts More Than One Half Of

By 8 Percent

Increase To Be In 'Real Growth'

This country has moved into a new period of strength and growth in economic activity and the Gross National Product in 1971 will be up more than 8 percent over last year—with more than one half of this increase in real growth —Secretary of Commerce Maurice H. Stans predicted last month in an address in Florida.

Speaking to the International Franchise Association meeting in Miami, the Secretary cited these economic indicators as signs of resurgence:

- Six months ago interest rates were at their highest level in history. Today the prime rate is back at 6 percent.
- Long-term interest rates have also moved down substantially from their high points of last year.
- Twelve months ago the housing industry was in the doldrums. Today housing starts are at the rate of 2 million a year—the highest level in 20 years.
- Sales of U.S. cars in January were considerably higher than one year ago.
- Christmas retail sales, excluding auto-

PREDICTS GNP INCREASE—*Secretary Stans predicted an 8 percent rise in the GNP in 1971 in an address to the International Franchise Association last month at Miami. From left are Brady Keys, Jr., president, All-Pro Enterprises, Inc.; Secretary Stans; Robert M. Rosenberg, president of the association and of Dunkin' Donuts of American, Inc.; John Y. Brown, Jr., president, Kentucky Fried Chicken Corp.; Ray O. Burch, vice president of Schwinn Bicycle Co.; and Palmer Waslien, of The Southland Corp.*

mobiles, were eight percent higher than a year ago—4 percent higher even after adjustment for price increases.

- Automobile production has bounced back sharply following settlement of the GM strike, and record production schedules now are programmed for months ahead.
- Industrial production made a strong gain for December (1.4 percent) following the end of the auto strike.
- Personal income was up by $5.2 billion last month, and included the biggest gain in wages and salaries in nearly three years.
- Productivity rose by rates of about 4 and 5 percent in the second and third quarters of 1970, after five quarters of declines or little change.
- The prices of Industrial Raw Materials dropped in December, for the tenth consecutive month.
- The Dow Jones industrials are now 36 percent above their 1970 low.
- The flow of funds into banks, savings and loan associations and other financial institutions increased greatly in the last half of 1970, and their mortgage lending capabilities are vastly expanded.
- President Nixon has announced an expansionary fiscal policy with a significant federal deficit based on the full employment surplus principle.
- Depreciation rates have been liberalized for tax purposes, to stimulate capital investment.
- Finally, the rate of personal saving in 1970 was so high that a return to normal in 1971, which is likely, would return billions of buying power to the market.

These indicators also are proof, the Secretary told the group, of "President Nixon's careful stewardship of the nation's economy and the country—of the soundness of his policies.

"Let's not forget what we were worrying about two years ago when he took office—a war with 550,000 men in Vietnam, inflation at a rate of 7 to 8 percent and growing worse, ineptness and extravagance in government, pollution across the land, violence among the minorities and social unrest among the young.

"Now, inflation is down and slowly coming under control, the war is being wound up, order has been established in the money markets and in interest rates, the environment is being cleaned up, violence in our cities and on our campuses has been cooled, business expansion is proceeding again from a more stable base, government is being reorganized to serve the people better and at less cost, and the country is at a new takeoff point for the 1970s. The promise has become performance.

Purchasing power to soar

"We are on the threshold of the greatest growth in purchasing power in the history of our country; 1971 will be a healthy year, 1972 will be a strong dynamic year, and the 1970s will outrun all the progress of the 1960s."

Secretary Stans reviewed the economic uncertainties of 1969-70 and then continued:

"You and we both know the economic uncertainties of these past two years. Your industry has had some rough times; there have been a number of dropouts and many others have faced the difficulties of survival. In some cases this was due to thin promotions, bad management.

The prime rate on bank loans and yields on corporate bonds have fallen sharply, as predicted five months ago by Secretary Stans. In a radio interview Sept. 3, 1970, the Secretary said: "I think we will see 6 percent interest rates again and perhaps not too far off." The prime rate, which then was 8 percent, is now 6 percent. Corporate bond yields on new issues were then above 8 percent and now stand at 7 percent. Short-term rates have plummeted to less than 5 percent.

"In others it was due to the problems we in Washington had to face since early 1969 which also have been monumental. We inherited an economy that was raging out of control. Inflation was climbing upward with tremendous momentum.

"We had to take action which would put the brakes on inflation without slamming the country into reverse.

"Significant, genuine progress has been made in this effort, and 1971 will be a good and strong year economically, and that prediction is increasingly valid with each passing day.

"This does not mean we are satisfied that we have won the battle for a stable economy. The rate of unemployment still is too high,

and the rate of inflation is not yet completely cooled.

"But these will come down further in 1971—and as of today almost every significant economic indicator offers evidence that we have moved into a new period of strength and growth. I predict that 1971 will show an increase of more than 8 percent in gross national product, and more than half of this will be real growth."

Appeals for open doors

The Secretary appealed to the franchising group in reviewing the minority business program being carried out by the Commerce Department after being assigned this task nearly two years ago by President Nixon, to help "open the doors of the American enterprise system to the minority people of America."

The Secretary then concluded:

"Our country is strengthened every time competitive enterprise is expanded, just as we are weakened on every occasion when our economic system is attacked by those who are excluded from it.

"The country has prospered every time we have broadened our base of economic participation.

"Now we must broaden the base of ownership still farther to include Americans of all colors who have not been included before.

"This national Administration believes in fostering the development of business because business is the only institution that can provide a better life for all our people. This is why we have been asking business to broaden its horizons and to see its mission not in a cold frame of reference, but in human terms.

"We are appealing, for example, for business to give increased attention to the problems of consumers, to equal employment opportunity, to environmental problems. All require business statesmanship of the highest order.

"Concern for the national welfare and commitment to the highest standards of fair dealing must rise to the top of every businessman's agenda for survival and prosperity in this last third of the century.

"Business without integrity will fail.

"The public interest demands integrity. The free enterprise system cannot exist without it. Progress is based on it; human relations require it; good business demands it.

"Business and government together have a joint responsibility to assure the highest integrity in the marketplace and in all economic affairs. We ask for your dedication to it in your own self-interest.

"With such a dedication, you will do much to make certain that the future for franchising is unlimited, and that American enterprise as a whole remains strong and forever free."

FLORIDA SCENE—*This was the scene at the Doral Country Club in Miami, Fla., last month when Secretary of Commerce Maurice H. Stans addressed the International Franchise Association.*

Commerce Moves On Oil Pollution

Maritime Administration Sets Goal To Stop All Sea Dumping By 1980

Shortly before 2 a.m. Jan. 18 two tankers collided in dense fog, dumping nearly half a million gallons of oil into the waters of San Francisco Bay.

Before the disaster was over, nearly a million gallons of oil were to pollute the Bay and wash ashore to cover the rocks and beaches with miles of the oily waste, curtailing recreation activities, and killing birds and marine life.

Preventing such oil spillage disasters has become a major concern of the Commerce Department's Maritime Administration which has been charged by the President with two tasks:

- The preparation, with the assistance of the Secretary of Transportation, of specific technical standards which could form the basis for multilateral action by the Secretary of State to negotiate international standards for the construction and operation of tankers.
- The coordination, with the assistance of the Secretaries of Interior and Transportation, of a joint effort with private industry and port authorities to develop additional shoreside facilities for the reception and treatment of oily wastes.

In addition, to eliminate any oil spillage into the oceans hopefully by 1975, but not later than 1980, the Maritime Administration has the responsibility of pursuing a broad program of research and development, concerning all aspects of oil spill prevention, cleanup and mitigation of ecological damage.

To carry out these responsibilities, the Maritime Administration has launched a ten-point Oil Spill Action Plan to abate accidental or intentional discharge of oil into the ocean.

The plan calls for perfection of the Load On Top procedure—a method of preventing oily water discharges from the deballasting of tankers and the oil cleaning operations of tankers—and experimentation with the design and construction of tankers to hold the clean ballast water, as well as to prevent spilling in case of collision or grounding.

Other actions covered by the Plan include the development and the adoption of navigating equipment standards, and minimum turning radius, minimum backing power, maximum tank size, and structural strength standards for tankers.

The Maritime Administration staff also is working with port authorities, studying ways of improving port reception facilities for oil discharge, and investigating new port construction-fixed and mobile facilities to reduce shore pollution of oil spillage.

The ninth and tenth aspects of the Oil Spill Action Plan deal with oceanographic analysis

of ocean currents on dispersal of pollutants, and with adding pollution abatement courses to the curriculum of the Kings Point Merchant Marine Academy and other maritime academies.

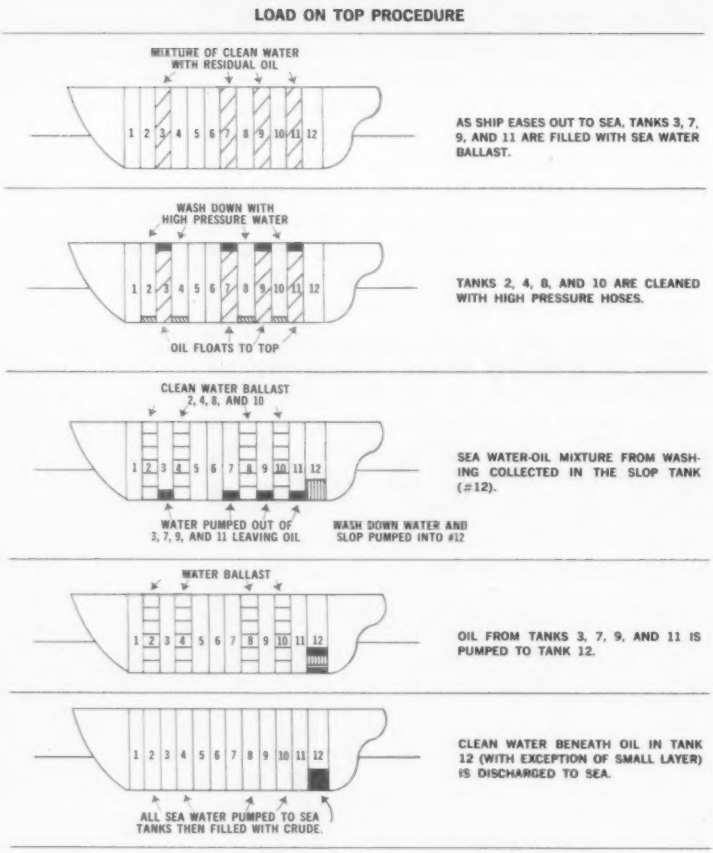
Oil pollution abatement not new

Not only government, but the petroleum industry is interested in eliminating oil spillage into the ocean and in developing methods to clean up oil slicks should a major spill occur. The industry is experimenting with methods, such as the new Shell Sand Sink system, which sprays a mixture of sand, water and chemicals on oil slicks to sink them below the surface of the sea. One such ship can carry enough sand to sink 2500 tons of oil.

Although President Nixon's message to Congress on May 20, 1970 intensified studies and plans for ending oil pollution, working for the abatement of polluting ocean and sea waters by oil spillage is not new.

As early as 1954, the United States was a member of the maritime nations to the London International Convention for the Prevention of the Pollution of the Sea by Oil. As a result of this convention, the contracting nations agreed to prohibit the discharge of oil or oily mixtures which foul the surface of the sea, within certain restricted zones. The oily mixtures which could be discharged into the sea were defined as containing 100 parts per million or less of oil. The prohibited zones were all sea areas within 50 miles from land, except for the North Sea Zone and the Atlantic Zone, where the restriction was extended to 100 miles off the coasts of Europe and the United Kingdom. In 1962, the Intergovernment Maritime Consultative Organiza-

CLEANING IT UP—*Volunteers using sacks filled with straw keep an oil slick from seeping into the Bolinas Lagoon, a bird sanctuary a few miles north of the recent San Francisco oil spill disaster.*


LOAD ON TOP PROCEDURE
MIXTURE OF CLEAN WATER WITH RESIDUAL OIL
1 2 3 4 5 6 7 8 9 10 11 12
AS SHIP EASES OUT TO SEA, TANKS 3, 7, 9, AND 11 ARE FILLED WITH SEA WATER BALLAST.
WASH DOWN WITH HIGH PRESSURE WATER
TANKS 2, 4, 8, AND 10 ARE CLEANED WITH HIGH PRESSURE HOSES.
OIL FLOATS TO TOP
CLEAN WATER BALLAST 2, 4, 8, AND 10
SEA WATER-OIL MIXTURE FROM WASHING COLLECTED IN THE SLOP TANK (#12).
WATER PUMPED OUT OF 3, 7, 9, AND 11 LEAVING OIL
WASH DOWN WATER AND SLOP PUMPED INTO #12
WATER BALLAST
OIL FROM TANKS 3, 7, 9, AND 11 IS PUMPED TO TANK 12.
CLEAN WATER BENEATH OIL IN TANK 12 (WITH EXCEPTION OF SMALL LAYER) IS DISCHARGED TO SEA.
ALL SEA WATER PUMPED TO SEA TANKS THEN FILLED WITH CRUDE.

AN END TO CRUDE-DUMPING—*The Load On Top (LOT) procedure, which stops discharging of oil into the ocean, could reduce oil pollution by 95 percent.*

tion (IMCO) convened a second Oil Pollution Convention to amend and strengthen the rules set forth in the 1954 meeting.

In addition to tightening oil discharge regulations, each of the contracting nations agreed to take appropriate action to promote the construction of reception facilities for oily mixtures and residues at oil loading terminals and ship repair ports.

A disaster occurred in 1967 which frightened and alerted the world to the oil spillage problem. On March 18, the *Torrey Canyon*, carrying 119,000 tons of crude oil, ran aground on the Seven Stones rocks off the coast of England, releasing 30,000 tons of oil on to the sea. A further 20,000 tons was lost during the next seven days as salvage ships attempted to pull the tanker off the rocks. On the evening of the 26th of March, the ship broke her back and released 50,000 tons more of oil. To prevent dumping of the remaining 20,000 tons, she was bombed for two days to burn the last of the cargo.

The result of the grounding was 35 million gallons of oil being spilled into the sea, polluting the waters and washing ashore to pollute the Cornish coast and parts of France. Thousands of birds, attracted to the oil, had their feathers soaked with the tarry deposits. Total casualties along the English coast were estimated to be about 20,000 guillemots and 5,000 razorbills. For months, oil soaked lobsters and other shellfish deterred sales for area fishermen.

Torrey Canyon disaster

The *Torrey Canyon* disaster was accidental discharge. But studies of the event revealed that her total accidental discharge equalled the annual discharge of fifteen 100,000 Dead Weight Tonnage tankers.

The aftermath of the tragedy called for another worldwide convention on Oil Pollution in 1969 to propose more stringent measures. Total prohibition of oil discharge was required, except when a ship was proceeding enroute and, then, her instantaneous rate of discharge of oil content must not exceed 60 litres per mile. A limit also was imposed on tankers, prohibiting discharge of anything more than 1/15,000 of the total cargo carrying capacity, and allowing this discharge only when the ship was more than 50 miles from land. Any discharges allowed were not to show a visible trace of oil on the surface of the water. Research and development programs on the clean up of any oil spills resulting from collision or grounding were proposed.

U.S. action

The world tanker fleet has 4,071 ships totaling 133,421,000 tons deadweight. In addition, 199 tankers over 100,000 DWT with a total of 47,500,000 DWT are now either on the drawing board or in the ship yards being built. The total pollution potential from cleaning of cargo oil tanks is estimated to be in excess of two million long tons of oil per year—without employing adequate control procedures.

Because the majority of these tankers—even American-owned ships—fly foreign flags, it is essential the United States work with other maritime nations for universal adoption of policies to rid the oceans of oil pollution.

The Maritime Administration's oil action plan emphasizes the universal use and perfection of the Load On Top (LOT) pro-

DOUBLE LOSS—*Dual tragedy strikes when a tanker goes aground—not only the loss of the ship, but the pollution of the ocean and the shores from its escaping oil cargo. Better navigation standards and new ship design and construction may help to prevent such accidents.*

cedure, which gives the maximum reduction in oil pollution at minimum costs. The LOT system now is employed by 80 percent of the world's tankers.

Pioneered by the Shell Oil Company in 1962, the LOT procedure provides a means for approaching clean ballast. When a tanker has discharged its cargo, sea water ballast is substituted for cargo in order to maintain ship maneuverability—both in transit and in berthing. Before LOT, tanks which were filled with water also contained oily cargo residue, some of it in an emulsified state. Before the tanker could take on new cargo, the oily water had to be removed by washing down tankage at sea and replacing it with clean water.

Using the LOT procedure, a tanker has one or two tanks in reserve as "slop" tanks. The residue that remains after tank washing is pumped into one of these normal cargo tanks designated as a "slop" tank and allowed to settle until the oil and water separate.

After the oil and water have separated, the water is slowly decanted until oil remains. This "slop" oil retained aboard ship is combined with the next cargo (hence the name, Load On Top).

Two problems must be solved with the LOT procedure—getting the more than 20 percent of tankers not using the system to adopt it, and making it more effective through new ship design, whereby dual slop tanks, heating coils, sloping bottoms and improved piping arrangements can be included.

Capt. George Steinman, Pollution Specialist for the Maritime Administration said, "If every tanker operator without exception were to adopt LOT as it is practiced today, there would still be room for some improvement. Dependable oil content meters would have to be developed to avoid spilling some oil overboard.

"Further effort," he said, "is also being made to find workable and efficient oil-water separators. In conjunction with the separ-

ator, an oil content meter and oil interface detector are needed to make LOT work perfectly."

Other possible solutions

Clean ballast tankage would, of course, eliminate the need for discharging any oil into the oceans. The development of larger tankers in the world fleet does offer some clean ballast tankage, because of the excess volume relative to deadweight for the cargo carried. This capacity, however, is not enough to allow for complete clean ballast, and the remainder must be balanced by filling empty tanks with oily water.

The Maritime Administration has initiated a design and economic study of a 250,000 DWT tanker to determine the effect on structural design and construction and the operating costs of double bottoms and double skins. Preliminary results of this study have already indicated that this tanker with a double bottom has a 65% probability on grounding of keeping her cargo intact.

The cost factor on new designs is an important consideration. The extra space taken by the double bottoms or inner skins would decrease the amount of cargo that could be shipped, and cause an increase in operation costs. However, if the annual operating cost of a fleet of 500 tankers was increased by $79 million a year, for instance, the increased cost per gallon of gasoline to the consumer would only be about one-fourth of a cent per gallon.

The Maritime Administration plans to present a final report on alternative tanker designs to the U.S. SOLAS Working Group Committee of the U.S. Delegation to IMCO this month.

According to E. Scott Dillon, Maritime Administration's Chief of the Office of Ship Construction, "The most effective means of avoiding oil spills from collisions is to prevent such collisions from taking place. To this end, universal installations aboard ships of optimum navigating equipment coupled with superior maneuvering characteristics built into the ships would substantially reduce the probability of casualties."

MarAd is actively investigating through research and study practical standards for automatic radar position plotters, inertial guidance systems, and collision avoidance devices, as well as making further studies in establishing maneuverability standards for world-wide adoption—turning power, backing power, increases in structural strength, limitation on tank sizes.

The United States plays a responsible role in recommending to the major maritime nations solutions to oil pollution caused by shipping. As an active delegate to IMCO and a member of many of its working committees, the U.S. assumed an important role in the North Atlantic Treaty Organization (NATO) oil pollution meeting in Brussels last November. Recommendations made to IMCO and NATO by the U.S. were suggestions for surveying existing port facilities and oil transfer facilities for pollution control and for investigating improvements to on-shore and off-shore terminals to overcome deficiencies.

Recognizing the need for oil spillage abatement control within the National framework, President Nixon established the National Industrial Pollution Control Council (NIPCC), composed of the chief executive officers of major industrial firms closely tied to the problem. Industry and government work together through this Council to put an end to oil discharge into the oceans. The Shipping Subcouncil Committee chaired by Mr. Frank Nemec, President of Lykes-Youngstown Corporation, works closely with the Maritime Administration, through L. C. Hoffmann, Coordinator of Pollution Activities for MarAd.

The goal of the Maritime Administration is to substantially minimize ocean oil spillage, either accidental or deliberate, and to completely eliminate it by 1980.

—Maritime Administration

A RECONSTRUCTED JETTY IN LIVERPOOL— *One solution to this pollution problem is the development of better terminals like this one in Liverpool, England, to receive cargo, thus eliminating the danger of oil spills.*

A Flaming National Issue Is Researched

NBS Fabric Flammability Studies Aim To Cut Annual Death Toll Among Children, Elderly

TIMING THE FLAME—*Spread-of-flame properties of a variety of materials—in this case roof shingles—are measured in this special apparatus at the National Bureau of Standards. Pictured is Sidney Greenfeld, former NBS Building Research Division specialist, who is now applying his talents to fabrics.*

Tongues of flame and wisps of smoke reach up around the curly head and dimpled face. There is no outcry, no flinching, no change in the serene expression. The "accident" is a carefully staged one, repeated with numerous variations in the laboratories of Commerce's National Bureau of Standards at Gaithersburg.

The victim is a 3½-foot mannequin.

To NBS scientists, this mannequin represents several thousand children who are burned in apparel fires every year, resulting in a tragic toll of death or horrible suffering and disfigurement. Elderly persons as well as children are disproportionately represented in flammable-fabric casualties, estimated at 6,000 dead and at least 150,000 injured every year.

This grim picture caused Congress to amend the Flammable Fabrics Act in 1967 in the interest of more effective consumer protection. The original act, passed in 1953, specified a test method narrowly designed to halt the marketing of "torch" sweaters and

other exceptionally flammable items which were then being headlined. Today, flexibility for coping with a much wider variety of materials and situations leading to fabric fires is provided by the 1967 amendments, with the Secretary of Commerce responsible for bringing about updated standards. The amended Act is aimed at protecting the public not only against flammable clothing but also against flammable "interior furnishings"—including carpets, bedding, drapes, upholstery and the like.

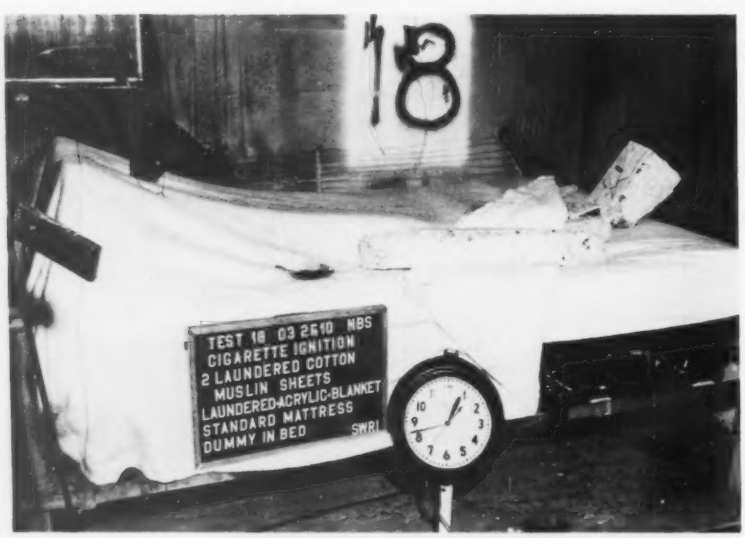
All this demands a tremendous amount of information on the chemistry of many types of fabrics, the circumstances under which they ignite, burn, and give off heat, smoke, and toxic fumes, the effects of these on the human body, the possibility of switching to non-flammable natural or synthetic fibers or using flame-proofing or flame-retarding chemical treatment of materials, and the durability, launderability, esthetic appeal, cost and marketability of treated and untreated fabrics.

Operation of a scientifically-oriented repertory "theater" offers the most direct approach to these interwoven problems. NBS conducts, and contracts with cooperating laboratories to have them conduct, simulations and re-enactments of typical flammable-fabric accidents. Realism is the keynote, but methods vary and "theater of the absurd" is essential at some crucial points. The dimpled mannequin, after all, is not a real child—although mechanical means have been contrived to make her "run" as a real child with clothes afire might. And "her" older counterpart—a 175-lb. articulated wooden dummy used in some bedding and upholstery fire simulations—is hardly more than a token stand-in for an average smoking-in-bed adult. Many "scenes" are altogether impersonal, with starring roles assigned to samples of fabric or material tested in little boxes or put through repeated washing-machine cycles—absolutely guaranteed to put an uninitiated drama critic to sleep.

The point of all the action, whether outwardly realistic or frankly artificial, is to produce hard data relating real accidents to complicated and elusive flammability phenomena under controlled conditions. Laboratory results are being correlated with data on actual burn cases and analyses of materials retrieved from actual fires, obtained by NBS through the cooperation of the Department of Health, Education, and Welfare and other organizations.

Filmcraft is an important adjunct to stage craft in the Bureau's flammable fabrics repertory theater. A motion-picture record permits study and re-study of some strange happenings. One of the most intriguing is a short-filmed sequence in which a vertically-hung sample of chemically-treated children's flannel nightgown is shown to go out upon removal of a flame after 12 seconds; unexpectedly, however, a three-second application of the same flame results in a fabric fire that continues after the flame is removed. Why does self-sustained burning occur after three seconds but not after 12 seconds? A likely explanation appears to be that the source flame after a few seconds consumes oxygen needed to sustain the burning of the fabric while a three-second span is too short to use up all the oxygen. One significance of this experiment is that it helps to establish what amounts of flame-retardant chemicals are adequate or inadequate. "Adequately" treated cottons did not exhibit this vulnerability to complete destruction by a three-second vertical flame. The experiment suggests, too, that a 12-second test method may need supplementing by an initial three-second exposure.

Experience since 1953 has shown that the test method originally prescribed in the Flammable Fabrics Act fell short on several counts, particularly because the test could not distinguish between ease of ignition and rate of burning. Today it is easier for the Bureau's researchers to focus on pertinent as-



MEASURING BEDDING FIRES—*A bed and mannequin are prepared for an experiment in determining life hazards from bedding fires.*

A BURNING ISSUE—*This child-sized instrumented mannequin, pajamas afire, is a key figure in Bureau of Standards laboratory simulations of actual accidents that yearly burn thousands of youngsters, particularly those under six. A proposed flammability standard for children's sleepwear is under review.*

YESTERDAY'S RESEARCH—*Fire research is nothing new at the Bureau of Standards. Back in the '20s two condemned buildings in Washington, D.C., were set afire by the Bureau in order to learn about temperatures reached during fires and about the persistence of high temperatures in debris blanketed by fallen masonry walls. Results were correlated with laboratory tests to develop code requirements.*

pects of "the real thing" in certain phases of their flammability investigations because they have developed special apparatus and procedures for separate and distinct time-to-ignition and rate-of-burn tests.

The curtain is going up, too, on full-scale NBS enactments of fires that rage in rooms and corridors after originating in flammable draperies, upholstered furniture, rugs, or other interior furnishings. The Bureau's Building Research Division has helped in the design and construction of a facility that is adjustable for various sizes and conditions of ventilation and suitable for close studies and measurements of smoke, flames, and heat development. Results will be correlated with small-scale laboratory tests as a basis for developing appropriate test methods.

"Good notices" for the efforts of these scientific stage-managers of fabric flammability research must, ultimately, take only one form—a decline in the death, injury, and property-damage tolls caused by clothing and interior-furnishing fires. In striving toward that goal, the best judgment of a large group of knowledgeable scientists, technologists, producers and consumers is being enlisted by the Secretary of Commerce. Under the law, he must direct the many-sided process by which sound test methods and standards are developed to safeguard the public from "unreasonable" flammable-fabric risks. To this large task the Secretary brings a combination of resources: the technical expertise of NBS and cooperating scientific groups; the seasoned counsel of the 17-member National Advisory Committee for the Flammable Fabrics Act, which has been meeting regularly since its formation in 1970; exchanges of data and views with the Department of Health, Education, and Welfare and the Federal Trade Commission on related information-getting and enforcement responsibilities of each agency under the Act; consultations

with medical experts on bodily injury from fire, smoke, fumes, and heat; and inputs from national and local safety organizations, fire-fighting units, professional associations of scientists and engineers, textile-industry manufacturers and trade associations, consumer groups, and standardization organizations such as Underwriters Laboratories, the American Society for Testing and Materials, and the American National Standards Institute.

A proposed standard for children's sleepwear, recently published in the *Federal Register*, has been circulated for comments and criticism by all kinds of interested groups throughout the country. The proposed standard pays particular attention to seams, for NBS experiments have demonstrated that a garment made of relatively non-flammable material may become dangerous if seams of another and more flammable material are added (usually at a garment factory operated by a company other than the fabric manufacturer). Analysis of comments on the proposed standard will give the Secretary of Commerce guidance for development of the final mandatory standard aimed at this hazard which brings tragedy to many children—particularly under the age of 6—each year.

The same general procedure has been or is being applied in developing standards governing flammability limits for carpets and rugs and mattresses and blankets.

A regulation for carpets and rugs, issued last April, is viewed as a "first-generation" standard. This standard is aimed at safeguarding the public from high-risk carpets and rugs that can flare up or smolder unobserved at the drop of a cigarette, match, or spark. Work is proceeding on standards to overcome more formidable and complex dangers such as those operating in the Marietta, Ohio, nursing home fire which in January 1970 killed 31 elderly persons. Drafts, heat radiation, smoke, and toxic gases are believed to have been critical factors in that tragedy, and a solid research base is needed for "second-generation" carpet and rug standards to prevent future Mariettas.

All along the line, the Department of Commerce's flammable-fabrics program strives for an accurate assessment of each problem in all its complexity so that standards to meet the real-life situation may be provided. Knowing how many people die in bed fires each year, for example, would not automatically lead to effective remedies. There would not be much point in directing efforts solely to development of test methods for flame spread in mattresses if most of these deaths are caused by inhalation of fumes rather than bodily burns. Such crucial questions are being attacked by an interdisciplinary force of NBS scientists. Cooperating groups in industry and university laboratories, with grant support from the Government-Industry Research Committee on Fabric Flammability, are studying comparable questions on wearing apparel flammability. Contributors to these research projects include the American Textile Manufacturers Institute, the National Cotton Council, the Man-Made Fiber Producers Association, and the National Science Foundation.

EVALUATING FABRICS—*A burned shirt recovered from an accident case, is used to compare with laboratory test results.*

Determined to see the problems whole and to see them real, the scientist-directors of the nation's fabric-flammability repertory theater have their work cut out for them—and they are proceeding accordingly.

National Bureau of Standards

U.S. Pulls Out The Stops To Attract Foreign Travelers

Sets Up New Overseas Programs And Services

"Trade today follows the tourist more than it used to follow the flag," observed William Patterson, publisher of *Saturday Review* and a member of the Commerce Department's Travel Advisory Board. His remarks two years ago have been borne out as swelling numbers of businessmen have joined the ranks of pleasure travelers on jet routes spanning the globe.

The United States Travel Service (USTS) is just as interested in a piece of this action as it is in fostering inbound pleasure traffic.

"Actually, the visiting foreign businessman makes a greater individual contribution to righting our balance of payments deficit than does the average foreign tourist," says C. Langhorne Washburn, Assistant Secretary of Commerce for Tourism.

Various programs have been established by USTS to assist both the foreign businessman traveling to this country and the domestic travel industry executive seeking a greater share of the overseas VISIT USA market. The campaign has been labeled "Operation BUSI-VISIT."

Of great importance in promoting USA-bound business travel has been the development of a Market Potential Index by the USTS Office of Research and Analysis. It rates the volume potential of major countries supplying travelers to the U.S. in four categories, including business-oriented trips. This allows both the government and private industry to accurately gauge the amount of effort to exert in motivating various types of inbound travel from a given country. The impact on strategy could be substantial.

For example, West Germany accounts for a much larger share of the business-oriented VISIT USA travel market than it does for the pleasure segment, with the difference being quite sizable.

On the other hand, Great Britain registers a better showing in the pleasure travel sector than it does for business travel.

Japan currently leads all overseas nations in both numbers of businessmen coming to the United States and the amount of money they spend here.

Since 1964, USTS has been encouraging U.S.-based international corporations to help promote inbound foreign business traffic by scheduling meetings for foreign employees in U.S. cities, and sponsoring incentive trips to the U.S. for foreign sales personnel. Earlier this year, USTS launched a public service advertising campaign in the American business press promoting this country as a meeting site.

SEEING IT IN PERSON—*Culligan International brought 800 of its international employees to the U.S. for the company's first world-wide conference last fall. Part of the VISIT USA-planned program was a five-city eleven-day tour including Philadelphia, where they visited Independence Hall.*

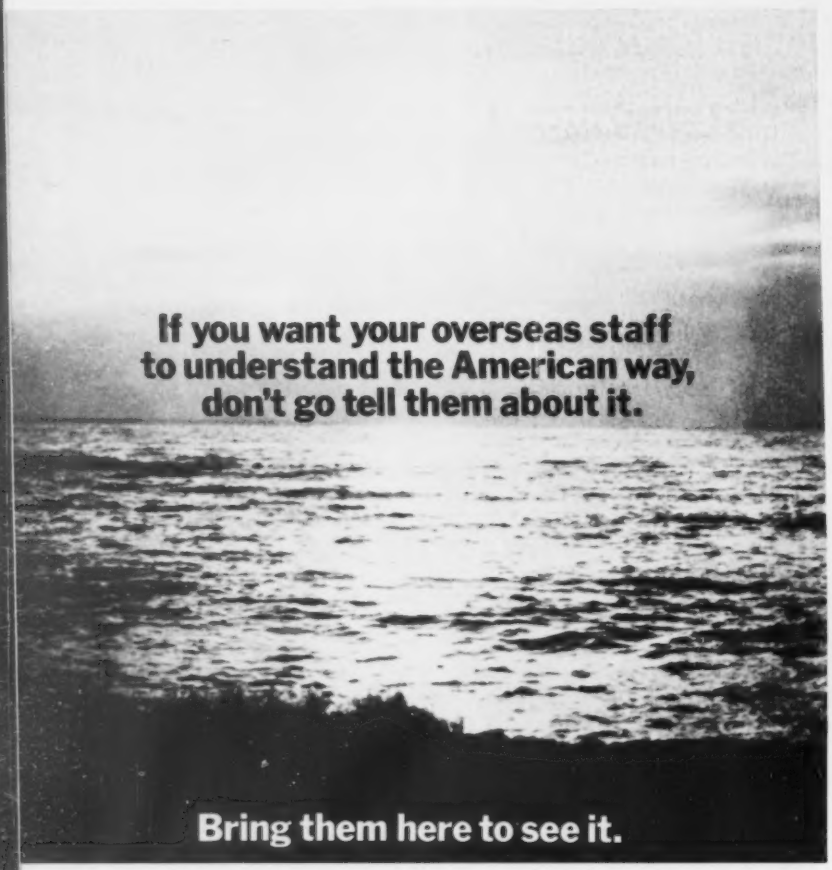
Another aspect of the BUSIVISIT program was the establishment in Paris last year of a USTS International Conventions Office headed by Richard H. Henry, a veteran of 25 years of tourism promotion. His assignment includes contacting foreign international association executives in order to promote U.S. sites for international meetings and to promote foreign attendance at U.S. expositions.

Another agency of the Commerce Department which also assists American trade associations in organizing and promoting their trade expositions is the U.S. Expositions Staff of the Bureau of Domestic Commerce.

One of the main missions of the Expositions Staff is to administer the Trade Fair Act of 1959, which allows for the duty-free importation of foreign exhibit items destined for U.S. trade shows.

The Expositions Staff also counsels trade associations on how best to attract foreign participation. For example, the Staff can pinpoint those areas of the world where it would be most profitable to promote a particular trade fair.

In its drive to boost inbound commercial traffic, USTS has also focused attention on



THIS SIDE OF THE OCEAN—*As part of the United States Travel Service BUSI-VISIT campaign, the Advertising Council appeals to American firms to bring foreign-based employees to the U.S.*

IT'S MAGIC—*An overseas Culligan employee visiting Northbrook, Ill., inspects the Culligan faucet suspended in mid-air, magically producing water from space.*

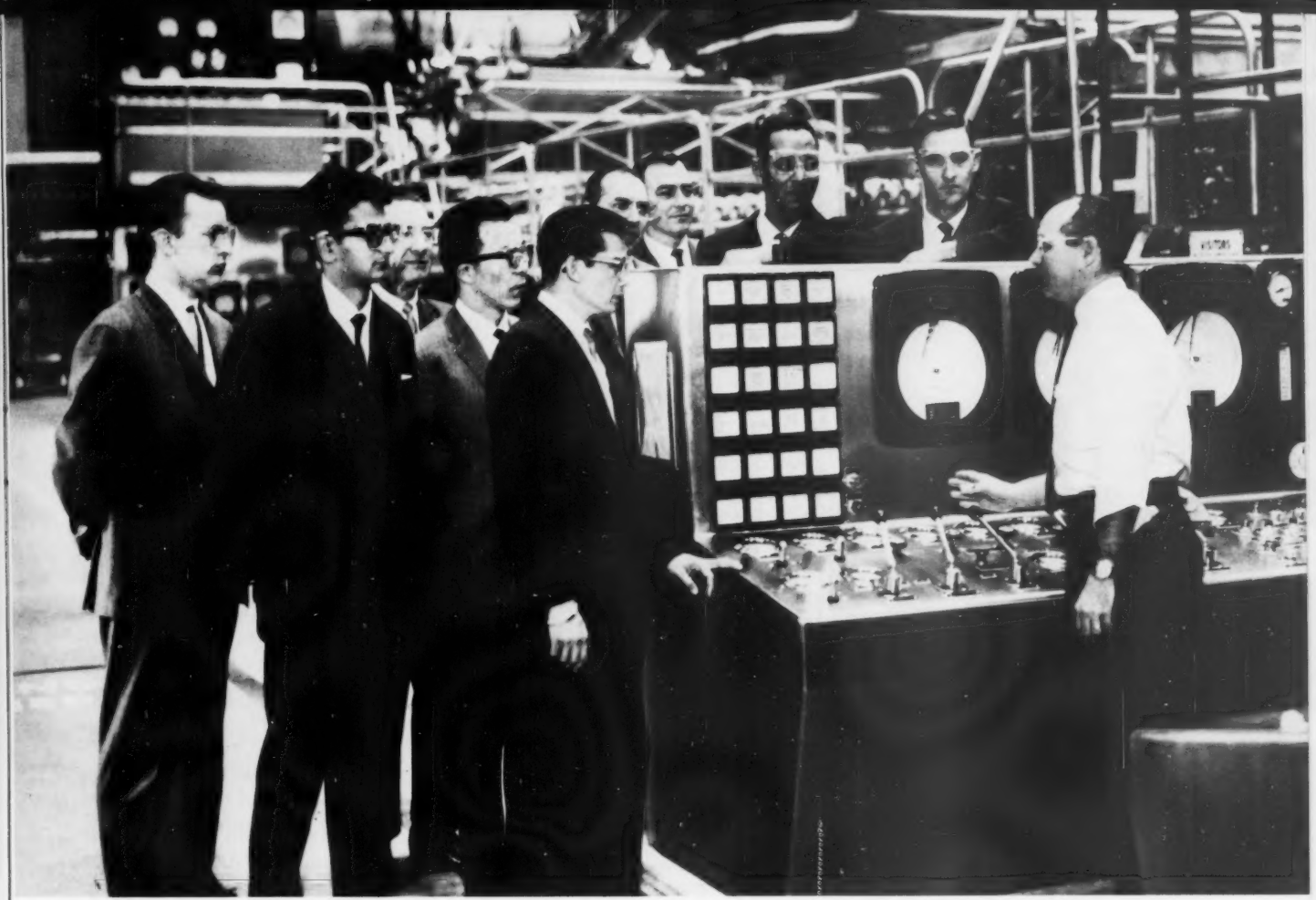
the individual foreign businessman, and offers such the following services:

- "United States Convention and Trade Shows, 1971-72," a publication listing nearly 300 events in which the American organizers are seeking to attract either foreign attendance, foreign exhibitors, or both.
- "Businessman's Guide to the USA," a 15-page brochure in 11 languages covering U.S. business customs, currency, communications systems, transportation, and other useful information.
- "Plant Tours Guide for International Visitors," a comprehensive listing by state of U.S. companies which offer foreign visitor tours of their premises.
- Arrangements of special industry and plant tours for groups of foreign business visitors and also, when possible, appointments for inbound businessmen with officials of Federal agencies.
- A driver's kit containing maps and other road aids for the visiting businessman expecting to drive a car during his stay in the U.S. This kit, which is available to other foreign visitors as well, also includes car stickers identifying the motorist as an "international visitor seeing the U.S.A." and requesting Americans, including police officials, to "kindly extend all courtesies."

The accommodations industry of this country is working with USTS to help ease language problems of foreign visitors.

An example is the hotel-motel language certification program, carried out in cooperation with the American Hotel and Motel Association. USTS accredits and publicizes to the travel trade abroad the language capabilities of those U.S. hotels, motels and resorts with staff members capable of speaking at least French, Spanish and either German or Japanese, in addition to English.

Also, USTS is engaged in an experimental cost-free program with TraveLodge Interna-



ON TOUR—*U.S. business can help international relations by extending hospitality to businessmen from overseas. In Rochester, N.Y., Kodak's paper mill offers a specially arranged tour to foreign businessmen, shown above being taken by visitors from Europe, Africa, and Latin America.*

tional in which that lodging chain provides a nationwide, toll-free, multilingual telephone travel information service for foreign businessmen and tourists traveling in the United States. At its national reservations center in Kansas City, TraveLodge operates a special VISIT USA desk to provide telephone interpreter service and information about major U.S. tour destinations, air and bus service and accommodations. The staff is fluent in Spanish, French, German and Japanese, in addition to English.

For members of the travel industry abroad, including representatives of U.S. travel industry firms and employees of foreign flag carriers, travel agencies and tour promoters, USTS will arrange and participate in joint seminars, VISIT USA film evenings and special promotions.

Additionally, USTS offices abroad will carry stories in their newsletters targeted for local travel agents and covering such

AN AMERICAN TRADITION—*During Culligan's world-wide convention in Chicago last November, Belgium representative, Mr. Tuyckom, and French representative, Miss Boyon, sample their first American hot dog.*

TAKING NOTE—*Mrs. Ima J. Highes demonstrates plastic injection mold machines for overseas visitors.*

items as new VISIT USA air fares, upcoming U.S. conventions and expositions, new airline routings and new sightseeing tours offered by U.S. firms.

USTS offices overseas will also supply high-volume VISIT USA travel-sellers, such as foreign tour operators, with promotional aids including travel reference libraries and guidebooks about U.S. airlines and airports, bus lines and rental car outlets.

USTS will help locate commercial translation, editing, printing and distribution services overseas for U.S. travel-sellers who wish to produce foreign language VISIT USA literature for use abroad. This service does not include preparation or planning of such promotional material by USTS staff members.

Other services include:

- Assisting travel missions composed of travel industry representatives planning a joint visit to foreign countries to promote tourism to the areas they represent.
- Keeping the U.S. travel industry abreast of developments in the inbound travel market through the bi-monthly publication of the *VISIT USA* Newsletter (free to travel industry firms on written request to USTS).
- Travel research programs to determine the nature, and extent, of demand for VISIT USA tours and travel within specific foreign markets.
- Acting as an intermediary to help establish contact between foreign tour operators and American travel-sellers.
- Sponsoring familiarization tours of the U.S. by foreign travel writers, travel agents and tour operators (in cooperation with U.S. airlines, hotels and other travel industry components).

USTS regional offices overseas are the working arms of the "body central," headquartered in Washington. The seven office locations and the geographic areas they cover are:

- London—Great Britain, Ireland, Denmark, Norway, Sweden, Finland and Iceland: Beverly Miller, Director, 22 Sackville Street, London WIX 2EA, England.
- Paris—France, the Netherlands, Spain, Italy, Portugal, Belgium, Luxembourg and French-speaking Switzerland; Paul Guidry, Director, 123 Avenue de Neuilly, 92 Neuilly, France.
- Frankfurt—West Germany, West Berlin, Austria and German-speaking Switzerland; Hans Regh, Director, 6 Frankfurt/Main, Boersenstrasse 1, Frankfurt, West Germany.
- Mexico City—Mexico, Colombia, Venezuela, Ecuador, the Caribbean and Central America; William Tappe, Director, c/o American Embassy, Apartado Postal 88 Bix, Mexico City D.F., Mexico.
- Buenos Aires—Brazil, Chile, Argentina, Uruguay, Paraguay, Peru and Bolivia; Robert Briggs, Director, c/o American Embassy, Buenos Aires, U.S. Department of State, Washington, D.C. 20521.
- Sydney—Australia and New Zealand; Karl Kuhn, Director, 37 Pitt Street, 2nd Floor, Sydney 2000, NSW, Australia.
- Tokyo—Japan, Hong Kong, and the Philippine Islands; Fritz Schmitz, Director, Kokusai Building, 12,3-Chome Marunouchi, Chiyoda-ku, Tokyo, Japan.

With all of these services and programs available to the potential visitor from overseas, USTS expects to become a major contender in the highly competitive race throughout the world to attract the tourist.

—*United States Travel Service*

How Commerce Serves You

"From the beginning in 1968," Donald P. Katz, Director of the Commerce Department's **Office of Foreign Direct Investments** (OFDI) pointed out, "the Office has made a special effort to disseminate information about its program."

It seeks through a variety of channels to keep those subject to the regulations, and the legal, accounting, and financial communities in general, up-to-date on all developments in the program that affect them.

'General bulletins'

"As changes are made in the regulations or in the policies of the Office, which occur much less frequently now than in 1968, explanatory memoranda are sent to all direct investors. To supplement them comprehensive "General Bulletins" interpreting and explaining the regulations through narrative text and examples have been issued in 1968, 1969, and 1970 for the benefit of direct investors and their legal and financial advisers. For persons wishing only to obtain a quick overall view, we have also prepared a brief descriptive summary outlining the background and structure of the program."

Formal responses

Top OFDI officials have appeared before numerous business groups in all sections of the country to explain the program and discuss particular problems with direct investors, and welcome the opportunity to do so. In addition, OFDI staff members are ready at all times to answer inquiries concerning the program or the effect of the regulations or individual firms.

"However," Mr. Katz cautioned, "only formal written responses to written inquiries may be regarded as official statements concerning interpretations or applicability of the regulations. More than two hundred such interpretations were issued by the Chief Counsel of OFDI during 1970, ranging from relatively routine questions to highly complex or novel issues."

Greater flexibility

Revisions in the program since its institution in 1968 that were made effective in 1969, 1970 and 1971 have eased the burden on many direct investors by providing greater flexibility in making foreign investment or by relieving them of certain reporting requirements. Direct investors may apply to OFDI for specific authorizations to exceed the amount of direct investment generally authorized by the Regulations or to take actions not otherwise permitted. It is in this area that contact with individual direct investors has been the most extensive.

The Foreign Direct Investment Program was established on a mandatory basis January 1, 1968, as part of an overall effort to reduce the U.S. balance of payments deficit.

For three years prior to that time, a voluntary program to restrain capital outflows from the United States for foreign investment had been in effect.

Imposes restraints

The program imposes certain restraints on investment in "affiliated foreign nationals" by U.S. "direct investors." An "affiliated foreign national" is a foreign business enterprise in which a U.S. company or individual holds a ten percent or greater interest. Such a company or individual is then a "direct investor."

In addition to the Information Officer, Felix T. Cotten (202-343-7317) who deals with general questions, inquiries concerning particular aspects of the program should be directed to one of the following:

Donald P. Katz
Director, Office of Foreign Direct Investments

Specific Authorizations: Authorizations and Reports Division (202-343-7333).

Regulations: Legal Division—Interpretations Section (202-343-5153).

Compliance: Compliance Division (202-343-7321).

Reporting Requirements and Forms: Program Reports Branch of the Authorizations and Reports Division (202-343-7314).

Inquiries by letter should be addressed to: Office of Foreign Direct Investments, Main Commerce Building, 14th and Constitution Avenue, NW., Washington, D.C. 20230.

Written requests by interested parties for interpretation of the regulations should be directed to the Chief Counsel.

Available on request are copies of the regulations, general bulletins, press releases, instructions for submitting requests for specific authorizations and interpretations. Copies of reporting forms also are available, and may be obtained by calling or writing the Program Reports Branch.

DOMESTIC BUSINESS REPORT

- Students' 'cop-out' image refuted
- Come fly to Latin America
- Census teams teach U.S. methods abroad
- Hawaii Chamber receives citation
- Federal procurement conferences scheduled
- Anniversary plans advance for '76

Working Students Are Refuting 'Cop-Out' Image, Census Says

The lazy "cop-out" generation is a misnomer for the young students of today, says the Census Bureau. Actually, more students than ever before are working to help pay for their education.

In 1969, nearly 40 percent of all 16- to 21-year-olds in high school or college were working or looking for work. In 1959 the figure was only 30.5 percent.

"Furthermore," points out Dr. George H. Brown, Director of the Census Bureau, "34.7 percent of the students in that age bracket actually had jobs in 1969—compared with only 20 percent ten years before. A tremendous difference!"

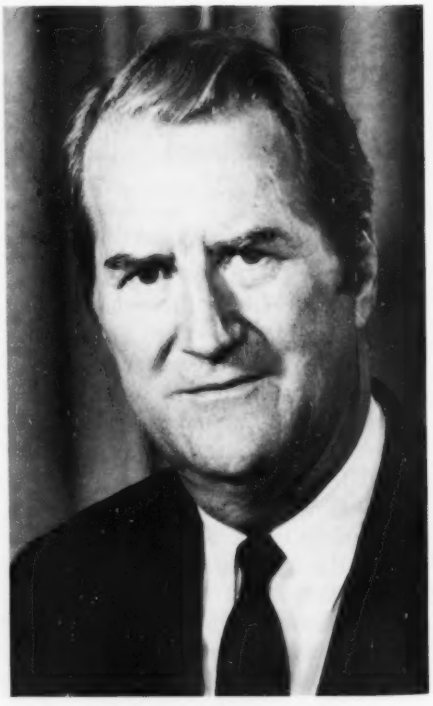
More to come

The rising college enrollments of recent years—full-time and part-time—are only a forerunner of the world to come. Census projections show that the number of students in elementary and high school, because of the drop expected in this population segment, will decline over the next decade. But, the registration of students for higher education is expected to increase 50 percent, from 8 million to 12 million by 1985.

This substantial increase in the number of students in colleges or other higher institutions of learning means that the country must begin to prepare now to accommodate this growing demand for higher education.

- Many more teachers and professors will be needed.
- New colleges and universities will be needed and present institutions will have to expand.
- Funds to support this expansion in higher education will be needed.

College enrollment is not the only population-related development that will occur in the United



Dr. George H. Brown
Director, Census Bureau

States during the next ten years, if population projections made by the Census Bureau are accurate.

One-third of the expected population increase by 1980 will be in the 25- to 34-year group. In fact, a 19-million increase is expected among persons in their twenties, thirties and early forties.

This increase in the young adult segment of the population indicates more marriages and a greater demand for housing and household goods. The number of marriages is now more than two million per year, up from one million in the early 1930s. Census experts anticipate a steady increase over the next 15 years with the number reaching a peak of two and one-half million per year by 1985.

Twenty million more

Further, with an increase in the number of marriages—even with a decline in the number of children born per family—births should rise to between four and five million per year, which will bring the total U.S. population to between 225 and 235 million by 1980—20 to 30 million people above the present level.

With a lack of growth in the 45- to 64-year age group, one problem will become increasingly acute. Business and government may experience a growing shortage of older men for positions of leadership. Older men may not retire as early as they expect; they may be urged to stay on the job. In addition, younger men will need more training to assume roles of leaders and managers in business and government sooner than ever before.

Perhaps the most optimistic and welcomed aspect of the changes to come is the expected increase in American family income. In terms of actual purchasing power income of the typical family is expected to rise from $9,400 in 1969 to $15,600 in 1985, an increase of 6 percent.

As Dr. Brown asserts, "We are heading into a society of an affluent majority." —*Census Bureau*

SKY BEAUTIES—*Officials of the Florida Women's Pilot Association, organizer of the 1971 Angel Derby, were in Washington to discuss the affairs of diplomacy. Meeting with C. Langhorne Washburn, Commerce Assistant Secretary for Tourism, are (from left to right) Mrs. Cecile Hatfield, President; Mrs. Mary B. Barrer, General Chairman; and Mrs. Helen Smith, Route Survey Chairman.*

Friendly Skies Will Be Friendlier When Angel Derby Pilots Fly South

All women pilots flying in the 1971 Angel Derby—the annual international air race for women only—will carry United States Travel Service greetings to mayors of five cities in Mexico and Central America.

The cross-country three-day race begins May 3, and is expected to attract over a hundred women pilots who will fly a 2700-mile course over seven states and five countries — between Columbus, Ohio, and Managua, Nicaragua. The girls will compete for $5,000 in cash prizes, plus awards and trophies.

C. Langhorne Washburn, Commerce's Assistant Secretary for Tourism, met with the directors of the Derby last week to announce that all women entrants would be unofficial VISIT USA ambassadors while in the Latin countries.

Washburn said USTS had participated in the race two years ago, declaring the women pilots unofficial ambassadors to carry messages of friendship and invitations to visit the United States. "The results of the USTS involvement," he said, "prompted the repetition of the program in this year's race."

Organized and conducted under the direction of the Florida Women's Pilot Association, the annual classic is being sponsored by the Department of Tourism, Republic of Nicaragua. The five international cities in which the contestants will land are Tampico, Vera Cruz and Tapashula in Mexico; San Salvador, El Salvador; and Managua, Nicaragua. Stateside stops include Evansville, Ind.; Memphis, Tenn.; Shreveport, La.; and Austin and McAllen, Texas.

—*United States Travel Service*

Foreign Nations Will Use Methods Taught By Census Bureau Of U.S.

The Census Bureau in foreign markets? Why not?

The Bureau's specialists are teaching the American Way of gathering and using statistics to their counterparts in nations throughout the world.

One Census Bureau consultant, Ernest M. Moore, recently won the Commerce Department's Silver Medal for his outstanding performance in organizing and managing the Government of Uganda's data processing facility.

Ernest Moore is a member of a census team that, for more than a quarter of a century, has filled 400 foreign assignments in 80 nations at the request of the U.S. State Department's Agency for International Development. Varying in time from a few days to as long as eight years, these statistical and census experts and their families have traveled through Central and Latin America, and to such countries as Liberia, Morocco, Turkey, Pakistan, India, Malawi, and Uganda. Their job is to train and educate—to transfer their technical knowledge and administrative know-how to the citizens of their various host countries.

When Uganda became independent in 1962, the government had no personnel familiar with computer operations or statistical programs. Because of this, Moore was asked by the Ugandan Government to become manager of the country's first national computer center in Kampala where he was to train civil servants in management and operational techniques.

By mid-1971, Moore's job will be done. The Uganda Computer Service has grown to a center staffed by 50 Ugandans who regularly process and report labor conditions, occupational statistics, educational information, tourism data, and Government financial accounts. They also have processed the country's first census.

Moore's Ugandan counterpart, who received his 'basic' training from Moore, was brought to the United States to study advanced management courses at the Census Bureau's Suitland, Md., headquarters. He is now serving as deputy manager of the installation in Kampala.

Martin J. McMahon, Chief of the Census Bureau's Overseas Consultations, said that Ernest Moore knows his job. "His own technical competence, his training ability and strength to work 18 hours a day, his systems approach in establishing and implementing his major objective, his belief in the capacity of his Ugandan colleagues to learn and use computer science, his talent for leadership, and his determination to demonstrate that Uganda could accomplish its objective—the interplay of all these factors have resulted in an outstanding achievement in Uganda."

Incidentally, Moore and his family report themselves safe and sound, and still busily at work despite the recent excitement in Uganda.

—Census Bureau

KAMPALA, UGANDA—*Although Uganda is primarily a nation of relatively prosperous farmers, its urban areas are developing into modern industrial operations which include distilling, mining, household goods, chemicals, banking, property, cement, construction equipment, meat packing, textiles, steel, fishing tools, milling and general manufacturing.*

HIGH NOON—*A lioness snoozes in Uganda's Queen Elizabeth National Park.*

AN AFRICAN WELCOME—*Brightly-clad dancers are one of the many examples of the Ugandan culture enjoyed by visitors.*

CENSUS HELPS—*The urgent need for specialist training has been identified and is being tackled in Uganda. Census consultant Ernest M. Moore (standing) works with data processing trainees to set up a computer center in Kampala.*

UNIVERSITY EXPANSION—*New dormitories are needed, as enrollment has tripled since independence.*

TOURIST ATTRACTION—*The basis of Uganda's thriving tourist industry is the country's prolific and varied wildlife. A visitor can shoot in spacious hunting reserves or fish in rivers where a 100 lb. catch is not even considered remarkable.*

AWARD TO HAWAII—*U.S. Sen. Hiram L. Fong of Hawaii, left, and John F. Nielsen, chairman of the Chamber of Commerce of Hawaii, view Commerce Department's award to its associate office.*

Hawaii C. of C. Cited For Commerce Role

The Chamber of Commerce of Hawaii, an associate office of the Department of Commerce, was presented a special Departmental citation for its services in expanding levels of production and commerce.

U.S. Sen. Hiram Fong of Hawaii made the presentation at the Chamber's 121st annual meeting in Honolulu recently. Senator Fong congratulated the organization for its role in the economic development of the state.

Noting that the Chamber has been a prime mover in fostering commercial development over the past 120 years, Senator Fong expressed the opinion that it will continue as a "valuable ally" of the Department of Commerce in assisting businessmen and getting Commerce Department information and services to businessmen throughout the islands.

The Commerce citation noted that the "Chamber has played a prominent role in the dynamic economic development of the State during the past decade." It cited the historical evolution of the Chamber's work from the founding under the reign of King Kamehameha III in 1850 through the economic growth of Hawaii as a kingdom, a republic, a territory and a state.

—Office of Business Services

Contract Bids Topic Of Six New Seminars

Six business opportunity Federal procurement conferences are scheduled by the Department of Commerce and tentative plans call for a number of others in 1971.

The conferences are in addition to 42 minority business opportunity conferences scheduled during the year.

Conference programs provide an opportunity for businessmen to meet with procurement specialists from Federal civilian and military agencies, Federal prime contractors, state and local government purchasing agencies and other business concerns.

Following is the schedule of business opportunity conferences:

St. Petersburg, Fla.	2/16, 17, 18
Cleveland, Ohio	3/11, 12
Fall River, Mass.	3/19
Orlando, Fla.	4/20, 21, 22, 23
Los Angeles, Calif.	9/8
Jamaica, Long Island	9/22
Milwaukee, Wis.	10/19

For further information contact the nearest Department of Commerce Field Office.

—Office of Business Services

New 'Associates' Serve Department

The Marion, Ill., Hannibal, Kirksville, and Moberly, Mo., Chambers of Commerce have been designated as Associate Offices serving as liaison between the St. Louis Business Services Field Office and area businessmen.

Through this voluntary relationship, Associate Offices have been set up to help the Department achieve a major objective—to make its services and information readily available to the local business community.

The "Associate" office also will help promote the Department's export expansion program which increases employment and profit, and contributes to the Nation's balance of payments. Its primary function, however, is to alert the Department to local business requirements, activities, interests, and problems.

The Department will provide the Associate with publications, statistical data, and reports of value to local businesses. Through the St. Louis Field Office additional assistance will be provided for prompt service to manufacturers, wholesalers, service trades, financial institutions, and business associations.

—Bureau of Domestic Commerce

West Coast Plans For '76

David J. Mahoney
Chairman, American Revolution Bicentennial Commission

Six Western states, three cities and the territory of Guam presented plans last week for commemoration of the nation's 200th anniversary in 1976.

Presentations were made at a meeting of the American Revolution Bicentennial Commission in San Francisco Feb. 4-5. The meeting was the first held under Commission Chairman David J. Mahoney's new policy designed to dramatize the national scope of the bicentennial celebration through regular meetings around the nation.

A presentation was also made on the role of the American Indian in the bicentennial. Under Secretary of Commerce Rocco C. Siciliano and Chairman Mahoney reported on plans for the 1976 exposition in Philadelphia.

Philadelphia has been officially registered with the Bureau of International Expositions in Paris as the site of a "category one" or "universal" exposition. The Bureau of International Expositions' classification committee and the full assembly, meeting in an extraordinary session in January, approved the Philadelphia plans.

Asst. Secy. of Commerce Robert McLellan, J. William Nelson, director of Commerce's U.S. Expositions staff, Joseph Casson, assistant to Under Secretary Siciliano, and Victor Andrews, special consultant to Secretary Stans, represented the Department of Commerce at the Paris meeting.

The U.S. Expositions staff, which has the primary Federal responsibility for expositions in the United States, is working closely with the Philadelphia Bicentennial Corporation and the American Revolution Bicentennial Commission.

—Bureau of Domestic Commerce

Survey Measures Wire Production

Reaction of the electrical wire and cable industry to a complete analysis of its national production capabilities has been "very favorable," James M. Owens, director of the Metals and Minerals Division, Bureau of Domestic Commerce, stated.

Preliminary results of a survey covering 303 U.S. plants which produce copper or aluminum electrical wire and cable or both, were announced by William D. Lee, director of the Bureau of Domestic Commerce.

The survey, which Lee called "the most comprehensive study of the industry ever made," is among a number being conducted under a presidential order directing the Secretary of Commerce to determine U.S. capabilities to manufacture products essential to national security.

The study was based on the product mix for the calendar year 1969 and a work schedule developed by each plant reporting.

BDC officials tabulated the capabilities of each plant to produce electrical wire and cable in a multitude of sizes, types and voltage categories in copper and copper and aluminum conductors.

In the study production was based on quantities produced and consumed in the same plant, transferred to other plants within the same company, sold to other companies, or held in stock.

No individual company production or capacity data is revealed. Preliminary results of the survey are summarized in tables. A more detailed statistical analysis for the copper and aluminum industry will be published in BDC's Copper Quarterly Industry Report. The publication may be purchased from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or from any of the 42 Commerce Department field offices for 25 cents.

—Bureau of Domestic Commerce

Calendar For Businessmen

Feb. 11—Providence—Census User Conference. For information contact Donald G. Colley, president, Social Data Exchange Association, 33 Grotto Ave. Phone: 401-861-5550.

Feb. 11—Iron Mountain, Mich.—Aviation Seminar, sponsored by Dickinson County (Michigan) Aeronautics Commission. For information contact Frank Miller at Traverse City, Mich. Phone: 616-947-4650.

Feb. 18—New York—Small Business Administration workshop, co-sponsored by New York Department of Commerce, will be held at 26 Federal Plaza. Contact: Department of Commerce, Albany. Phone: 518-474-5693.

Feb. 23—Knoxville—Census User Conference. For information contact: Atlanta Field Office.

Feb. 23—Dallas—Census User Conference. For information contact Carmon Stiles, Commerce Field Office.

SCIENCE & TECHNOLOGY REPORT

- NOAA to intensify fish contaminant study
- Patent Office modernizes to meet requirements of next decade
- Geodesist sees 1971 'year of the earthquake'
- Nixon nominates J. H. Wakelin, Jr.
- Patents of special interest

NOAA To Intensify Fish Contaminant Study In Coastal, Offshore Waters

Contaminants in fish and fish products, such as mercury, are to get intensive study under a stepped-up program undertaken by the National Marine Fisheries Service (NMFS) of Commerce's National Oceanic and Atmospheric Administration (NOAA).

In announcing the new program recently, Dr. Robert M. White, Acting NOAA Administrator, listed several new actions already underway to deal with this serious problem. They are:

—Clearer definition of the nature and extent of many kinds of heavy metal contamination in fish found in coastal and offshore waters.

"A systematic survey of major commercial and sport species supplied from commercial boats and our own research vessels will be undertaken," he said. "Delineation of heavy metal contamination in fishery stocks will be based on differences due to species, age and geographic locations of catch. Initially, we are checking for the presence of mercury," Dr. White said. He added that other heavy metals will also be investigated. A survey of such contaminants in museum samples of certain fish species has already begun, by which it is hoped to determine the way in which mercury levels in fish have changed over the decades.

"In connection with this effort," Dr. White pointed out, "tests by NMFS scientists already have shown that nearly all of 200 samples of commercially important fish products have tested well below Food and Drug Administration guidelines of .5 parts per million (ppm) of mercury."

Although these tests are so far too limited to provide a "complete picture of the presence or absence of mercury contamination," Dr. White said early findings appear optimistic.

—Research is to be begun to determine the effects of heavy metals on the physiology and mortality of fish and shellfish.

—Attempt will be made to relate levels of heavy metals found in fish to levels found in processed products. Dr. White said an initial screening survey has begun of more than 30 fishery products, domestic and imported, to determine if, and to what extent, heavy metals are present. It will include products harvested in waters off all U.S. coasts, as well as Mexico, Caribbean and Canadian waters.

NOAA is also reviewing its voluntary, industry-financed fishery products inspection program, he

POLING FOR TUNA—*Fishermen bring in an abundant catch of tuna, a species much in the news because of mercury contamination. NOAA's National Marine Fisheries Service is conducting an intensive new study on metals contamination of various fish, including tuna, to deal with this serious problem.*

said. But he added that in his view, that program has not gone far enough in dealing with the presence or absence of contaminants. He proposed that "industry join us in a cooperative program calling upon the assistance of private testing laboratories on a fee-for-service basis, to insure that any product receiving our inspection seal does indeed meet FDA regulatory guidelines. Such a service, we believe, will be of tremendous benefit to industry in the purchasing of acceptable raw materials for its products," he added.

Dr. White said the contaminants problem must first be stopped in the coastal zone "and that means wise management of our coastal areas.

"Since the dawn of man's history, he has depended particularly on the estuaries for their readily harvested fish and shellfish," he said. "It was in the estuaries he first found refuge from his early, limited journeys upon the seas. He has continued to center his commerce, industry, population, and culture about the estuaries.

"This concentration of human activity," he added, "plus the rapidly increasing recreational use of our coastal areas, intensifies interactions and conflicts among users, and magnifies the impact on the environment. Many of the uses of the estuaries modify or affect the land or water environment more or less seriously and more or less permanently. Some of them preclude other uses; others are compatible with many uses."

Ample evidence exists, said Dr. White, "that the management void which afflicts our estuaries has created a situation resulting in extensive damage to many of these priceless resources.

"Problems and conflicts associated with increasing use of the marine environment are growing, he said. "Man is changing and planning to change our coastal zone areas for a variety of industrial, commercial and recreational use. These areas support at least 80 percent of U.S. commercial fish resources and most of its recreational fishery resource. Most of the degradation is going on in a seemingly unplanned way with the actions of one segment of our society having definite, but often little-known, effects on other segments." —*NOAA*

NOAA Appoints Two Marine Experts To Major Positions

Two Interior Department marine experts have been appointed to major posts in Commerce's National Oceanic and Atmospheric Administration. They are: Howard Eckles, new Assistant to the Acting Administrator; and Dr. James W. Miller, Special Assistant to the NOAA Assistant Administrator for Environmental Systems.

Eckles, formerly Acting Director of the Secretary of the Interior's Office of Marine Affairs, will assist NOAA's Acting Administrator, Dr. Robert M. White, in marine-related matters.

Dr. Miller's most recent assignment was as Director of Interior's Ocean Technology and Program Manager for TEKTITE II, the project in which 54 aquanauts lived for periods on the ocean floor in the Virgin Islands.

—*NOAA*

Patent Office Modernizes To Meet Requirements Of The Next Decade

Nearly a million patents will be stored on magnetic tape in machine readable form by 1980, William E. Schuyler, Jr., U.S. Commissioner of Patents, predicts.

He told patent lawyers he believes the Patent Office will be accepting applications in machine readable form well ahead of 1980 and that "it is conceivable we could complete the examination and issue the patent within a few weeks, or even a few days" as opposed to the lengthy period required today.

In a recent speech before the American Patent Law Association in Washington, Commissioner Schuyler said about half of the 1,800 patents now printed each week are being printed by a computer-driven photo composition system which provides the full text of the specification and claims of those patents stored on tape. He said that within a year almost all patents will be printed in that fashion. By that time the Patent Office expects to be printing 85,000 patents a year or more.

"In addition to the advancements in technology during the decade of the 70s, the data base of the full text of patent specifications will include a large proportion of the prior art in the active fields of technology," he said. "So the data base which we are starting to produce today will, by 1980, represent an adequate search file for a large proportion of the inventions which are the subject of patent applications at that time.

"In an effort to find out what can be done with a data base of that magnitude," Schuyler added, "we are presently constructing in a few narrow fields of technology a similar file for experimental purposes. It is possible that our investigation, utilizing this file, will tell us that nothing can be done to utilize our data base for classification or retrieval purposes. If that is the case, we will begin erasing the tapes and using them over again."

He predicted that the Patent Office will find computer techniques "for clustering patents according to their similarity, not in the classification system as we know it today but in a new one, the parameters of which will be defined by the computer."

More data sources

Commissioner Schuyler said that "by 1980, other sources of technical information will be producing technical literature in machine readable form. These will include foreign patents and technical journals. So, except for language barriers, we will have the potential for searching by computer all technical literature, patent and other, having a bearing upon most of the inventions made the subject of applications for patent in 1980."

He said that many countries desire to use the Patent Cooperation Treaty, signed by the U.S. June 19, 1970 (see *Commerce Today*, Nov. 16, 1970), as a medium to consolidate the search functions of the world's many patent offices into a single Searching Authority.

If so, he predicts that the data base for U.S. patents "will become the nucleus for the data bank used by the worldwide Searching Authority . . . I further predict," he added, "that the English language will become the universal language for technical information due primarily to the desire of other countries to have systems which will be compatible with the data base being developed by the U.S. Patent Office.

"Unless we move in some direction like this, and begin such a move quickly," he said, "patent offices throughout the world will be buried under an avalanche of paper." —*Patent Office*

SEARCH ROOM—*The Patent Office public search room in Arlington, Va., houses the largest storehouse of applied technology in the world, including more than nine million foreign patents, and thousands of volumes of technical literature. It is predicted that nearly a million patents will be stored on magnetic tapes by 1980.*

Geodesist Sees 1971 As 'Year Of The Earthquake'

"Think before you build" in any of the world's earthquake-prone areas during 1971 could well be the conclusion of a recent Commerce Department study.

With the "wobble" in the earth's north-south axis of rotation reaching the peak of its seven-year cycle in 1971, seismologists are alert for a possible increase in major earthquakes.

New studies during the past three to five years of the so-called polar wobble have heightened interest in the possible effects it may have on the earth's structure.

Charles A. Whitten, chief geodesist of the National Ocean Survey —an agency of the Commerce Department's National Oceanic and Atmospheric Administration—said that "the year 1971 should be a critical year. This is the year in the seven-year cycle of the earth's wobbling when the daily shift of the pole reaches its maximum." Whitten noted that 1970 witnessed the Peruvian earthquake which took the lives of an estimated 50,000 to 70,000 people, the most devastating ever to strike the Western Hemisphere.

The earth wobbles slightly as it spins in space and as it does so, its axis of rotation shifts. The maximum range of the polar shift is 72 feet over a 14-month period. The axis zigs and zags around the geographical North Pole in a generally circular motion, shifting as much as six inches per day.

The source of the wobble is a mystery. Whitten said the sloshing of the earth's molten core against the otherwise rigid structure of the earth might be a contributing factor. Other geophysicists have speculated that it is due to the melting of the icecaps, the movement of the seas or the unevenness of the earth's land masses.

The NOAA geophysicist noted that major earthquakes in 1950 and 1957 and again in 1964, when the great Alaskan earthquake occurred, coincided with years of maximum polar motion.

Whitten has prepared a graph showing the correlation between the total energy released by recorded earthquakes during the past 70 years and the daily movement of the pole. The graph showed what he considered to be a definite correlation between earthquakes and polar motion at various periods when the polar shift reached its maximum. This was especially noticeable during the past 20 years.

"The correlation between the total energy release and the daily movement of the pole during the 20 past years is so strong," he said, "that I intend to keep 'tuned in' for the next year or two, inasmuch as the daily movement of the pole is increasing and the number of fairly large earthquakes has increased. Most of the major earthquakes in the last 20 years occurred during, or close to, the 'peak years.' "

Whitten added that in the half-century prior to that, in those years where a correlation is not definitely shown between major earthquakes and the maximum polar shift, this may be partially due to the inadequate acquisition of data in early years of seismic recording. Whitten said further research is essential.

—NOAA

Smithsonian Scientist To Join Commerce

Dr. Sidney R. Galler, Assistant Secretary (Science) of the Smithsonian Institution, has been appointed to the new post of Deputy Assistant Secretary of Commerce for Environmental Affairs.

He will assist Secretary Stans and the Assistant Secretary for Science and Technology in reviewing, coordinating, and developing the Department's environmental programs.

At the Smithsonian, which he served for five years, Dr. Galler recently received the Institution's highest staff citation for his performance as executive coordinator of scientific programs.

Nixon Nominates J. H. Wakelin, Jr. To Be Ass't Secretary For Science

Dr. James H. Wakelin, Jr., a former Assistant Secretary of the Navy for Research and Development, has been nominated by President Nixon to be Commerce Assistant Secretary for Science and Technology. Once confirmed by the Senate, Dr. Wakelin will succeed to the post vacated in November by Dr. Myron Tribus who returned to private industry.

Dr. Wakelin has been consultant and member of the Advisory Board of Teledyne Ryan Aeronautical Company, formerly Ryan Aeronautical, in Washington since 1964. Between 1964 and 1969 he was also a director of Greyrad Corp., of Princeton, N.J.

He was appointed Navy Assistant Secretary by President Eisenhower in 1959 and served in that post until 1964. In 1969 he was appointed chairman of the President's Task Force on Oceanography which reviewed the efforts of both the public and private sectors in the field of oceanography suggesting actions to accelerate the development of this increasingly important area of exploration.

In 1960 he was appointed to head the U.S. delegation to the Intergovernmental Conference on Oceanographic Research at Copenhagen.

Born in Holyoke, Mass., Dr. Wakelin was educated at Dartmouth College, Cambridge University, and received his Ph.D. at Yale University in 1940.

Patents Of Special Interest

Recent patents issued by the U.S. Patent Office included:

—Laser eraser. A method of using the laser as an eraser by heat from the laser radiation which removes the ink. The ink is absorptive while the paper is non-absorptive which allows the paper to remain substantially intact. A beam is directed at a spot the size of a character, and must be of the color that the ink in question absorbs. Carbon ink takes any color. Patent No. 3,553,421 issued to Arthur L. Schawlow, 839 Esplanada Way, Stanford, Calif.

—Headcovering. A combination hat and wig essentially for outdoor wear made of knit material. The head engaging cap portion around the margins are overlapped with courses of looped strands resembling braided hair. Patent No. 3,550,161 issued to Graziella D. Orozco, 15 Hereford St., Boston, Mass.

—Page turner. A device for turning the pages or leaves of a book or newspaper in either direction. The device employs pivoted arm members with suction means arranged to engage and progressively disengage the turned page. The device may be adapted to be used horizontally or vertically. Patent No. 3,550,296 issued to John F. Castagna, 835 Remsen Avenue, Brooklyn, New York.

—Automatic fishing device. A fishing apparatus which produces periodic jerking movement to a fishing line with an alarm mechanism for alerting the fisherman to the bite of a fish. When a fish bites, the line is pulled free of the lever arm in a manner to set off the alarm mechanism. Patent No. 3,550,302 issued to Leo J. Creviston, 711 Lakeview Drive, Warsaw, Ind. and Arthur G. Johnson, 919 E. Main St., Warsaw, Ind.

—Tobacco priming apparatus. A device which traverses a row of tobacco plants and removes tobacco leaves from selected portions of the plants by the vertical reciprocation of leaf stripping elements. The device surrounds the main stalk of the plant prior to quick downward movement which separates the leaves from the stalks. Patent No. 3,550,365 issued to Wilson Lovette, Green Sea, S.C. and Dale Burroughs, Route 1, Louis, S.C.

—Golf meter. A golf meter incorporating means to support a golf ball, to record the distance a golf ball would travel under playing conditions in still air and whether the ball has deviated to the right or to the left of the line of flight intended by the player. Patent No. 3,550,450 issued to Ralph Gillespie Griffin, 45 Archbold Road, Roseville, New South Wales, Australia.

—Produce wrapper. A wrapper for produce, particularly heads of lettuce, composed of a diamond-shaped sheet of thin, flexible plastic material. The material contains slits which open when wrapped about an article to permit entry of air and moisture. Patent No. 3,550,842 issued to William A. Scholz, Ontario, Calif. and assigned to Stanton, Inc., Compton, Calif.

—Adjustable bicycle tank. An adjustable bicycle tank that is pivotally mounted at its front end so that it can be converted for use as a boy's or girl's bike. Conversion is accomplished by pivotally raising or lowering its rear end. Patent No. 3,550,995 issued to Carter E. Quisenberry, Olney, Ill., and assigned to American Machine & Foundry Co. of New Jersey.

In addition to patents, the Patent Office also registers trademarks for goods and services used within interstate commerce. Among the recently published trademarks were: "Tillie Wheel" for shoe racks, "Take Five" for boys' shirts and slacks, "Zippity-Do-Dat" for children's clothing "Boo Boo Bands" for bandage strips, "The Shack" for barbecue sauce, "Blitz" for dishwashing detergents, "Scoundrel" for fishing lures, "Bayou Burgers" for burger sandwiches, and "Dixie Peach" for hair pomade.

Abstracts and drawings of patents are published as they are issued in the *Patent Official Gazette* each Tuesday. Over 1,800 patents are issued each week. Trademarks are published in the *Trademark Official Gazette*. Copies of the *Patent Official Gazette* and the *Trademark Official Gazette* may be obtained from the Superintendent of Documents, Government Printing Office, Washington, D.C. 20402.

Science Calendar

March 3—Columbus, Ohio—Technological Forecasting Seminar at Columbus Laboratories of Battelle Memorial Institute, 505 King Ave. Cosponsors: Commerce's Cleveland Field Office and Battelle. Information: 216-522-4750.

March 22-23—Gaithersburg, Md.—National Bureau of Standards. Second National Conference on Roofing Technology. Cosponsor: National Roofing Contractors Assn.

April 20-23—Orlando, Fla.—Fifth Florida Industries Exposition Inventors Congress. Produced in cooperation with Commerce's Office of Inventions and Innovations, National Bureau of Standards, and the Patent Office.

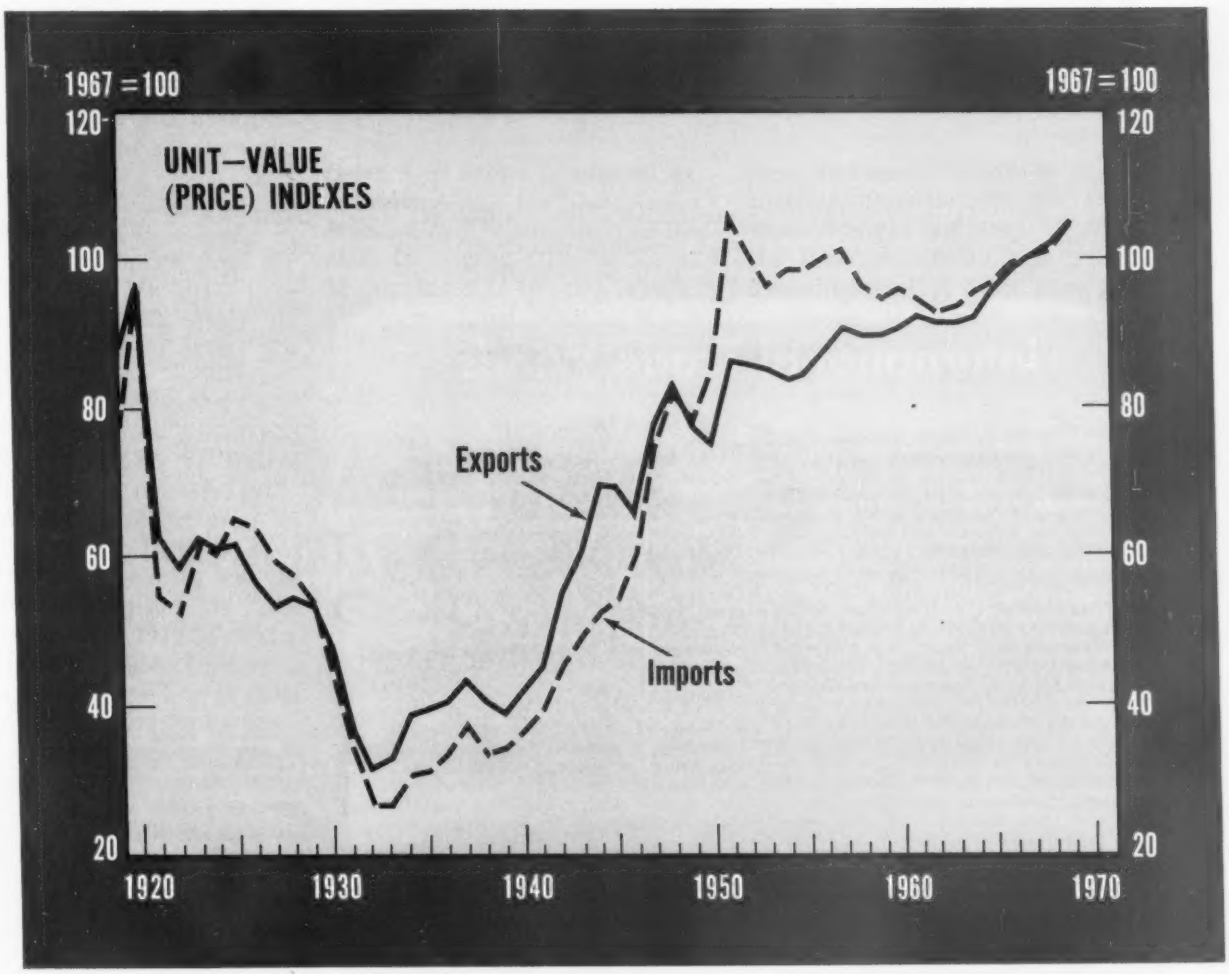
April 27 — Philadelphia — National Bureau of Standards Seminar at Franklin Institute Research Laboratories, 20th and Benjamin Franklin Parkway. Cosponsored by Commerce and the Institute.

June 16-18—Gaithersburg, Md.—National Bureau of Standards, Summer Symposium in Analytical Chemistry. Cosponsor: American Chemical Society.

FEBRUARY 8, 1971

International Commerce

- Mission finds food processing markets
- January official trade actions summarized
- Africa, Common Market ratify new pact
- Netherlands growth seen slackening
- Ivory Coast economy reported changing



U.S. Foreign Trade: New Comparisons, 1919–69

Page 37

Newsmemo

Sharper identification of target audiences, improved direct mail and personal call techniques, more complete business visitor registration, further development of exhibit techniques, and more useful post-show evaluation. These are some of the assets that will accrue to U.S. Trade Centers and Commerce-sponsored U.S. overseas exhibitions as a result of intensive cross-sharing of information by Commerce's Commercial Exhibitions Program managers in Washington last month. These officials know that what works in Tokyo, London and Milan can spark ideas for Sydney, Frankfurt, Paris and Stockholm.

A single between-shows promotion at the Sydney U.S. Trade Center has led an agent for a U.S. instrument maker to project some highly promising sales just ahead. Gilford Instruments--spectrophotometers and accessories--is the U.S. firm; Norian Instruments is the Australian agent; and a sales tally that comes to 60% of the entire 1969 sales record in Australia for Gilford is the exhibition result. Now Gilford/Norian are planning to come back to the Sydney Center for a repeat performance.

U.S. engineers are unofficial liaison men for this country's trade and other important interests overseas, says E. Montfort Fucik. The company he heads, Harza Engineering, is one of the busiest around the world, with projects going now in 18 countries. Fucik says that the American engineer has an unusually advantageous point of view, since his dealings are often with the most forward-looking men in the foreign nations. He also notes that resource agencies tend to survive changes in government, even those most drastic in nature.

Harza, meanwhile had a hand in another recent item with a landmark character. The last AID-assisted project in Taiwan has now been completed: the Lower Tachien Dam, inaugurated last month. Chicago-based Harza and the Taiwan Power Co. collaborated on the design and construction of the dam. Begun in 1964, it was partially funded by an AID development loan of $7,350,000. U.S. development assistance in Taiwan goes back to 1951.

Eximbank now has a special group of nine-month employees in its Washington offices. These are nominees from U.S. commercial banks, paid full salaries by Exim, who will return to their banks after having been exposed to every aspect of international finance. Closer cooperation between the bank and U.S. private lending institutions is the aim of this professional training program.

International Trade Winds

BATTERIES—Union Carbide Corp. of New York has opened a $3 million battery manufacturing facility in the Ivory Coast. The firm is now undertaking a training policy which aims at a complete African management and training staff within ten years.

CONSTRUCTION—The Austin Co., Cleveland-based design, engineering and construction firm, reports that construction has begun on a new food manufacturing plant for Productos Stani S.A.I.C. in Buenos Aires. Design and engineering for the plant was done by Austin-Sudamerica S.A. The first phase of the construction program is to be completed this year and will enable the Argentine firm to triple its present production capacity. Candy, chewing gum and lozenges are among the products to be manufactured.

MINING—The Government of Kenya has entered into an agreement with the Continental Ore Group and Bamburi Portland Cement Co., affiliate of Portland Cement Co. of Utah, Salt Lake City, to form a limited firm called Fluorspar Co. of Kenya. The new organization will explore, develop, refine and market fluorspar of various commercial grades. Kenya will control 51 percent of the new venture.

ORE HANDLING—Marcona Corp., San Francisco, signed a contract with Nippon Steel Corp., Japan, for the delivery of iron ore concentrates by the use of a slurry method of materials handling developed by the California firm. Under the $113 million contract, Marcona will deliver 10 million tons of ore concentrates beginning in April 1972 from its mine in Peru to Nippon's Hirohata Steel Works where it will be converted into pellets for the production of steel.

CHEMICALS — National Distillers & Chemical Corp., New York, is participating in construction of a 130 million pound per year low density polyethylene plant in Sao Paulo through its licensee in Brazil, Poliolefinas S.A. The plant is scheduled for completion late this year.

FERTILIZERS—Rust Engineering Co., a division of Litton Industries, Pittsburgh, announced that its Brussels affiliate Coppee-Rust has been awarded a contract to design and construct its fourth Romanian fertilizer plant. The $8 million urea plant will be built at Tirgu Mures for Industrialimport, a Romanian state organization, and will have an output of 300,000 tons per year.

New Report Gives Export And Import Indexes, 1919-69

Users of U.S. foreign trade statistics now have available a handy new tool for analyzing data on exports and imports since World War I.

The Commerce Department has just published—for the first time in a single source and using 1967 as the base year—index numbers of U.S. exports and imports covering a 51-year period, 1919-69. The chart on page 35 highlights the export and import price indexes during this period.

An index number expresses the ratio of a current number to the comparable number in a base period. For official index numbers, the Office of Management and Budget now strongly recommends that 1967 be used as the base year.

Thus, the export price index for 1969 (1967=100) is 104.7; the import number, 104.2. These indexes and hundreds of others are presented in the new publication.

Issued in the Department's Overseas Business Reports series and titled *Index Numbers of United States Exports and Imports, 1919–1969*, the 20-page report provides annual data for the three types of index numbers compiled by the Commerce Department on U.S. foreign trade since 1919 and quarterly data since 1958. Unit-value (price), quantity, and total value indexes are presented for domestic exports (excluding military grant-aid) and for general imports, by economic class. The five economic classes into which all commodities are divided are crude foods, manufactured foods, crude materials, semimanufactures, and finished manufactures.

How the U.S. foreign trade indexes are constructed and the relative importance of economic classes and their principal components in U.S. export and import indexes are shown in appendixes.

Prepared by the Department's International Trade Analysis Division, the report, OBR 70-53, may be purchased at 15 cents from any Commerce Field Office or the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

NEW ENGLANDERS SPARKED NATIONAL EXPORT PROGRAM—*More than 200 graduate students at 21 schools in the U.S. are now being matched with export expansion projects at U.S. firms by the Bureau of International Commerce. Discussing the program are (from left) Dr. Richard D. Robinson of the Sloan School of Management, Massachusetts Institute of Technology; Chester M. Wiggin, Jr., Federal Co-chairman of the New England Regional Commission, and Adm. Harry M. Hull, Executive Director of the International Center of New England, whose organizations cooperated on a pioneer program in this field in their area (details in Jan. 11 issue, page 52).*

Arbitration Pact Tying 36 Nations Gets U.S. Assent

The U.S. has now completed its accession to the U.N. Convention on Foreign Arbitral Awards. The Convention came into force for the States on Dec. 29 and for U.S. Territories on Feb. 1.

The Convention requires member nations (36 currently) to enforce certain commercial arbitration agreements in international trade and considerably strengthens the enforceability, both here and abroad, of commercial arbitration agreements or awards to which a U.S. citizen is a party. Accession by the U.S. to the Convention had for some time been precluded by limitations in domestic law, but those were removed last July 31, when the President signed P.L. 91-368 amending the U.S. Arbitration Act.

Among the more important changes made by Public Law 91-368 are that it provides specifically for the enforcement of the United Nations Convention in the United States and gives Federal District Courts jurisdiction in all cases subject to the Convention regardless of the amount in controversy. It amends the Arbitration Act by providing that any action subject to the Convention which is brought initially in a State court may be removed to a Federal District Court. Finally, the new provisions give Federal courts authority to order that an arbitration be held in the place agreed upon by the parties, even in a foreign country.

For further information concerning the amendments to the Arbitration Act or the uses of arbitration agreements in international trade, contact any Department of Commerce Field Office or the Foreign Business Practices Division, BIC-824, U.S. Department of Commerce, Washington, D.C. 20230.

BRIEFING BREAKFAST—*In Panama, "mission side" of table listens as Panamanian businessmen and U.S. Embassy officials discuss markets. From left: Paul Girton, M. Frank Prendes, Cass S. Kasper, Donald J. Mitchell, Brian F. Sears. Pictured at right is Mission Director Thomas K. Brewer (left), with company manager, viewing canning operation in Bogota.*

Food-Processing Industry Sales Seen In Latin Area

Keen interest by Latin Americans in acquiring specialized food processing and packaging equipment kept half a dozen U.S. businessmen busy during a recent visit to Colombia, Panama, and Costa Rica.

Although the individual markets vary from good to excellent, the company executives report, the outlook is for both increased sales and increased competition in the next decade.

The six businessmen, who spent 17 days in Bogota, Cali, Medellin, Panama City, and San Jose, comprised a U.S. trade mission offering machinery for such operations as dairy and food processing; can and crown cap production; the sorting of peanuts, beans, and green coffee; weighing, and packaging. One member offered specialized engineering services.

The companies represented were evenly divided between those new to the market and those with experience in the countries visited. Firms new to the market made on-the-spot sales. Those already familiar with the area found new customers and good contacts outside their primary interest, says Mission Director Thomas K. Brewer, who is the Commerce Department's Desk Officer for Colombia.

Brewer reports that immediate sales totaled some $80,000 and projected sales, $1.2 million over the next year. Four agencies or distributorships were established and ten more are under discussion. Almost all of the men plan to return this year to follow up on sales prospects or assist on installations of their machinery.

Market potential

In all three countries, high-speed, specialized, and sophisticated machinery must be purchased from abroad as the potential sales volume does not warrant local production. In Colombia, the only country currently making even a limited amount of equipment for this industry, local production closes the border to imports of similar equipment, Brewer explains.

U.S. prices are sometimes higher than those offered by Italy, Germany, and Japan, the mission observes. Often, this problem is overcome by better service, spare parts availability, and the reputation of U.S. machinery for durability. More favorable financing also is reported to be available from European competitors, with long-term financing guaranteed by the respective governments.

The next decade will be one of high market potential in the food processing and packaging industries, according to the Mission Director. Of the countries visited, Colombia has the largest number of such plants and the most advanced.

Developments in Colombia

In Colombia, sales of certain specialized equipment for freezing, meat processing, canning, and baking will not take place until refrigeration becomes more common. Although some processing is being done, a large percentage of fresh fruits and vegetables spoil in the local market. There are many opportunities for developing new industries and new exports.

Standards in the Colombian brewing and soft drink industry compare favorably to U.S. standards. Can manufacturing holds room for improvement, as much of the equipment in use is of old design and unable to operate at today's high speeds.

The dairy industry is moderately large, especially in milk processing. Opportunities exist for diversification into by-products, such as cheese, butter, and ice cream. New legislation requiring all milk to be cooled and filtered at the farm will improve the opportunity for sales.

A fairly large number of snack and standard food items are packaged for supermarkets. Demand will increase with population increases and the steady growth of the economy, but many producers need to move from hand to mechanized or automated operations.

Room for growth in Panama

A very limited number of snack and food items are packaged in Panama, compared to the other two countries. The future of the entire food processing and packaging industry is open and sales opportunities for related equipment are limited only by the pace of industrial development.

The dairy industry suffers from a milk shortage in the December-April dry season. Powdered milk imports are not always authorized and most dairy producers have adopted a wait and see attitude toward purchases of new equipment.

Costa Rican opportunities

The meat, canning and confectionery industries of Costa Rica are ready for certain specialized equipment that could not be sold in the other two countries. Inspection and control equipment will increase output. Production for distribution within the Central American Common Market (CACM) offers Costa Rica the oportunity of expanding its exports.

Farmers there have evidently found it more profitable to raise beef cattle than dairy cattle, resulting in a milk shortage felt by both the dominant local producer and small vendors. This shortage may be corrected when a price increase, to be passed along to the farmer, takes effect. A new milk pasteurization law also should improve sales prospects.

Reactions of the individual mission members helped provide the foregoing assessment. A direct comment from each follows:

Paul Girton, Girton Manufacturing Co., Millville, Pa.: "The next generation holds great potential for sales of dairy and food processing equipment. U.S. manufacturers will encounter keen competition, possibly to the point of being excluded by Japanese and European manufacturers."

Cass S. Kasper, Inter-Lakes Engineering Co., Mt. Clemens, Mich.: "There is great interest in U.S. products. I visited food processors and others interested in mechanizing or automating their production facilities. Representatives were appointed in three of the cities we visited and additional agency arrangements are under consideration."

Donald J. Mitchell, Callahan Ams Machine Co., Proctor, Vt.: "Industry expansion in Colombia is geared to population increases. Panama has few food processing companies and no easy or readily available export market, while the food and beverage industry of Costa Rica could be expanded within the CACM."

Jose Luis Perez, Package Machinery Co., East Longmeadow, Mass.: "As an experienced market participant, I found the advance arrangements to be very good. My exposure to new business contacts was also satisfactory and we have three possible representatives under consideration."

M. Frank Prendes, International Dairy Equipment Association, Inc., Nazareth, Pa.: "I was surprised at Colombia's progress. I have been there many times and (on this visit) I noted considerable development. As for dairy operations, my primary interest, Colombia has a fairly large and advanced industry, as compared to Panama and Costa Rica where one or two firms dominate the market."

Brian F. Sears, ICORE Industries, Sunnyvale, Cal.: "Without the assistance of the U.S. Department of Commerce, it would have taken ICORE three months to cover the same amount of territory. Our firm exports about one-third of its production. We now have three new markets in which we will increase our exports."

SEEING HOW IT WORKS—*Mission members Jose Luis Perez (left) and Cass S. Kasper observe operations at carton-making plant in Cali, Colombia.*

Additional Spring Missions Slated

Two new U.S. trade missions are being organized by the Commerce Department to go abroad in the spring. One will specialize in food-processing equipment, the other in electronic data processing.

These missions bring to eight the total number announced to date for the first half of this year.

The food-processing equipment mission, scheduled for Yugoslavia, Romania, and Czechoslovakia March 21-April 3, will visit Belgrade, Zagreb, Bucharest, and Prague. The deadline for application for membership is Feb. 19.

The EDP mission, slated for Brazil and Argentina May 22-June 4, will visit Rio de Janeiro, Sao Paulo, Porto Alegre, and Buenos Aires. Application deadline, March 15.

For all U.S. specialized missions, the Commerce Department pays operating expenses and provides an advance officer and a mission director. Members pay their own travel and living expenses and share reception costs. To apply for membership, write the Trade

Missions Division, BIC-926, U.S. Department of Commerce, Washington, D.C. 20230; or call 202-967-3904.

For a detailed listing of missions being arranged, see pages 57-59.

Florida Mission Attracts Potential German Investors

Florida is welcoming some half dozen visitors from abroad this winter, as a result of its fall mission that went to five German cities looking for direct investment prospects.

Several German industrialists have already come and gone, the trade mission reports. Another was scheduled for a week's visit ending early this month. All are considering investing in the United States and the mission hopes they will choose Florida.

The first such group to be organized by the Sunshine State and approved by the U.S. Department of Commerce, the mission talked with representatives of more than 80 firms in Munich, Stuttgart, Frankfurt, Duesseldorf, and Hamburg, says Richard J. Welsh, Chief of the Bureau of International Development, Florida Department of Commerce. About half of these companies "would seem to have a near-term interest in considering investment in Florida," Welsh estimates. An additional five to ten "seem to be worth aggressive follow-up." The majority of the remaining interested firms are hesitant about entering the American market on their own but might be attracted through joint ventures.

Products made by the firms with which the mission had meetings in Germany included both consumer and industrial goods.

The State's Bureaus of Industrial Development and International Development are laying plans for vigorous follow-up of the mission's contacts.

U.S. Eased Export Controls On 100 Items During Three-Month Period

Continuing efforts to ease restrictions on U.S. exports and to simplify export documentation have been reported by the Office of Export Control in the Bureau of International Commerce.

From August through October 1970 about 100 commodities were decontrolled for export to various countries, including many to Eastern Europe. The commodities have been changed from validated to general license for export. They include certain pharmaceuticals, chemicals, metalliferous ores, laboratory equipment, electronics equipment, and pipe welding machines.

Several actions directed at simplification of procedures were taken during the third quarter and early part of the fourth quarter 1970. They included:

► Extension of the validity period from one to two years for technical data export licenses and for certain foreign-based warehouse procedure documents.

► Two-year extensions of distributor and project licenses for exporters who have successfully completed one year's operations under such licenses.

► An increase from $500 to $1,000 in the exemption from filing a single transaction statement by consignee or purchaser of certain commodities.

► Certain modifications relating to No Authorization Required (NAR) procedures, and the facilitation of licensed shipments from ports other than the port at which the license is filed.

Among commodities licensed for export to Eastern Europe in the third quarter of 1970 were construction and manufacturing equipment, principally $13.3 million in mining and construction equipment, parts, and accessories, and $2 million in mill machines and parts, all for the USSR; computers and peripherals, $5 million ($3.3 million to East Germany, $700,000 to Czechoslovakia, and $600,000 to Hungary); metals, $2.4 million, including $1.2 million in molybdenum concentrates for Czechoslovakia, and chemicals, $2 million. License applications rejected in the quarter totaled $463,428.

These details are presented in the 93rd Quarterly Report on Export Control, which is for sale at 35 cents a copy by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any Commerce Department field office.

AMA Meetings To Discuss World Trade Problems

Two meetings scheduled by the American Management Association to take place next month will present subjects of interest to world traders.

On March 16-17, a manufacturing conference on Operational Strategies for Today's Environment will explore cost and productivity problems through question and answer sessions and panel discussions. "Can we meet the threat from foreign competition?" will be among the questions discussed on opening day. Stanley Nehmer, Deputy Assistant Secretary of Commerce for Resources, will be the luncheon speaker on the second day.

On March 23-24, a briefing session on Emerging Patterns of Japanese Trade Relations will present Japanese and American experts discussing the latest developments. Among the guest speakers will be Philip H. Trezise, Assistant Secretary of State for Economic Affairs.

Both meetings will be held at AMA headquarters. Write to: American Management Association Building; 135 West 50th St., New York, N.Y. 10020.

President And Tariff Group Led In January Trade Steps

This article is another in a series of monthly reports outlining actions in Congress or elsewhere in Government, and by foreign or international bodies, affecting world trade, as noted by the Bureau of International Commerce's Office of International Trade Policy.

With Congress adjourned for most of the month, January's activities centered on the President and the Tariff Commission. During the month, the President signed ten trade-related bills, issued a proclamation on dairy imports, and established a council to coordinate foreign economic policy. Meanwhile, the Tariff Commission issued findings for ten investigations (including the one requested by the President on imports of nonrubber footwear), initiated three new investigations, and held two hearings (one of which involved the TV dumping case). The 92nd Congress opened Jan. 21.

THE PRESIDENT

Bills Signed: During January, the President signed into law ten trade-related bills, including several tariff and customs bills, passed by the 91st Congress before adjournment on Jan. 2: H.R. 17068 (P.L. 91-692), to provide for a partial exemption from duty for aircraft manufactured or produced in the United States with the use of foreign components imported under temporary importation bond; H.R. 4605 (P.L. 91-662), to remove prohibitions against importing, transporting and mailing in the United States articles for preventing conception; H.R. 7311 (P.L. 91-655), to provide that the rate of duty on stethoscope parts shall be the same as for stethoscopes; H.R. 16745 (P.L. 91-654), to exempt shrimp boats and general purpose vessels from the duty imposed on repairs made to, and repair parts and equipments purchased for, U.S. vessels in foreign countries; H.R. 19391 (P.L. 91-685), to grant to the transferee of merchandise in bonded warehouses administrative review of customs decisions; H.R. 7626 (P.L. 91-674), to amend the Tariff Schedules with respect to classification of certain sugars, syrups, and molasses; H.R. 19670 (P.L. 91-689), to suspend duties on certain bicycle parts and accessories until the close of Dec. 31, 1973; H.R. 19113) (Private Law 91-246), to provide free-entry of cast bell carillons imported by Indiana University: H.R. 19567 (P.L. 91-694), to continue the International Coffee Agreement Act of 1968 until June 30 and to require the President to report to the Congress on or before April 1 on its benefits; and S. 1181 (P.L. 91-670), to provide authority for promotion programs for milk, tomatoes, and potatoes and to extend section 8e of the Agricultural Marketing Act of 1937 to include imported prunes, raisins and olives except Spanish-style green olives.

Proclamation on Certain Dairy Products: On Dec. 31, President Nixon issued a Proclamation under Section 22 of the Agricultural Adjustment Act establishing quotas on four dairy products not previously subject to quota controls: low-fat chocolate crumb, certain low-fat cheese, animal feeds containing milk or milk derivatives, and ice cream. The action, effective Jan. 1, 1971, limits annual U.S. imports to approximately the level of imports in fiscal year 1970 as follows: low-fat chocolate crumb, 4,680,000 pounds; certain low-fat cheese, 8,901,000 pounds; animal feeds, 16,300,000 pounds; and ice cream, 431,330 gallons. In addition, the proclamation specifies that the allocation of shares among the countries of origin should be based upon the proportion supplied by such countries during July 1969 through June 1970.

This action follows a Tariff Commission determination that these products were materially interfering with domestic price support programs and a recommendation that the President establish a quota of zero for certain ice creams, chocolate crumb, and animal feeds and a quota of 100,000 lbs. per year for low-fat cheese *(Commerce Today,* Nov. 2).

Council on International Economic Policy: The President announced Jan. 19 establishment of the Council on International Economic Policy and appointment of Peter G. Peterson as Executive Director of the Council and Assistant to the President for International Economic Affairs. The Council, with the President as Chairman, will have as members: the Secretaries of State, Treasury, Agriculture, Commerce, and Labor; the Director of the Office of Management and Budget; the Chairman of the Council of Economic Advisors; the Assistant to the President for National Security Affairs; the Executive Director of the Domestic Council; and the Special Representative for Trade Negotiations. Having responsibility for development of international economic policy and for relating it to domestic economic policy and to basic foreign policy objectives, the Council will deal with trade, investment, balance of payments, and finance as a coherent whole. In addition, the Council will consider the international economic aspects of foreign policy issues, such as foreign aid and defense, in conjunction with the National Security Council.

CONGRESS

In the first days of the 92nd Congress, numerous trade-related bills were introduced. Many of these are similar or identical to legisla-

tion submitted in the last Congress.

Trade Bill: On the first day of Congress, Representative Wilbur Mills reintroduced the trade bill passed by the House in the 91st Congress. Except for changes updating certain provisions and adopting the Senate version of the mink furskin tariff-quota provisions, the bill is identical to the House-passed bill which failed to gain Senate approval last year (*International Commerce*, Sept. 7).

On the Senate side, a trade bill has been introduced by Senator Thurmond. The bill is identical to that reported out of the Senate Finance Committee in the 91st Congress (*Commerce Today*, Nov. 2).

Quota bills: More than 30 import quota bills also have been introduced, with textile and shoes the most numerous. Other import quota bills cover the following: iron ore; iron and steel products; meat; lamb; dairy products; strawberries; bicycles; and electronic products. Also introduced were several orderly marketing bills, applicable to various products when imports surpass stated levels of domestic consumption .

Other Trade-Related Bills: Other trade-related bills introduced in the opening days of Congress include bills: to prohibit importation of certain agricultural commodities to which economic poisons have been applied; to impose an additional duty on importation of articles of any foreign country nationalizing or otherwise seizing property owned by U.S. citizens; to amend the Export Administration Act of 1969 to provide that a provision relating to the disclosure of confidential information shall not apply to communist-dominated nations; to prohibit the import and export of articles to countries selling or furnishing material to North Vietnam; to simplify the Internal Revenue Code of 1954, which includes repeal of the China Trade Act provisions; and to amend the Export-Import Bank Act to remove the prohibition on loans to communist countries.

TARIFF COMMISSION

With its report to the President on Jan. 15, the Tariff Commission completed the escape-clause investigation on nonrubber footwear, generally regarded as the most important investigation initiated under provisions of the Trade Expansion Act and the first such investigation requested by a U.S. President. Also in January, the Commission was busy with reports and investigations regarding adjustment assistance, dumping, and unfair import competition.

Nonrubber Footwear: In its investigation of the effects of imports on the domestic nonrubber footwear industry, the vote of the Tariff Commission was equally divided: Commissioners Clubb and Moore in the affirmative; Commissioners Sutton and Leonard in the negative.

The affirmative determination of Commissioners Clubb and Moore was based on their findings that competitive imports of men's and women's dress and casual shoes are increasing; that imports would not be at substantially their present level "but for" trade-agreement concessions; that threat of injury to the domestic firms producing men's and women's dress and casual shoes existed; and that imports were the major factor threatening injury as serious injury would not be threatened were it not for increased imports. As a remedy, Commissioners Clubb and Moore recommended that the rates of duty on men's and women's dress and casual shoes be increased by modest amounts (ranging from 1.5 to 4.0 percentage points) and that adjustment assistance be authorized for injured firms and workers in the industry.

In separate dissenting opinions, Commissioners Sutton and Leonard acknowledged that imports of nonrubber footwear are increasing and are contributing to the industry's difficulties, but concluded that the increased imports have not resulted in major part from trade-agreement concessions. Under the law, the President may consider the findings of either group of Commissioners as the finding of the Commission. If the President agrees with the affirmative finding of Commissioners Clubb and Moore, he may accept their recommendation or provide another remedy in accordance with the Trade Expansion Act provisions.

Import Injury Cases: During January, the Tariff Commission reported findings for eight adjustment assistance cases (2 on behalf of firms and 6 on behalf of worker groups). In the firm case involving R. C. Allen, Inc. (manual office typewriters), the Commission determined that the criteria for establishing eligibility for adjustment assistance were not met. In the other firm case, involving H. H. Scott, Inc. (high fidelity stereo and related equipment), the Commission was equally divided: Clubb and Moore in the affirmative; and Sutton and Leonard in the negative. In the latter case, the President must now decide which finding to accept as the finding of the Commission. If he accepts the affirmative determination of Commissioners Clubb and Moore, he may certify the firm eligible to apply to the Secretary of Commerce for adjustment assistance.

In the worker cases, the Tariff Commission found that workers at the following plants had fulfilled the criteria for eligibility to apply for adjustment assistance: C. P. Electronics, Inc., Columbus, Ind. (electronic transformers for television receivers) ; Lord & Brooks Co., Buffalo, N.Y. (piano keyboards) ; and Caressa Shoes, Inc., Miami, Fla. (women's leather shoes). Negative determinations proclaiming ineligibility to apply for adjustment assistance were made with respect to workers at the following plants: Syracuse China Corp., Syracuse and Salina, N. Y. (household chinaware) ; American Viscose Division, FMC Corporation, Nitro and Parkersburg, W. Va., and

Front Royal, Va. (rayon staple fiber); and R. C. Allen, Inc., Typewriter Division, Woodstock, Ill. (manual office typewriters).

In addition, the Tariff Commission opened during January twelve new investigations to determine whether the petitioning worker groups are eligible to apply for adjustment assistance. Eight of the investigations involve footwear workers at five plants in Missouri and one plant each in the following states: New Hampshire, New York, and Illinois. The remaining cases involve the effects of imports on workers at: (1) Glascote Products Div., Haveg Industries, Inc., Cleveland, Ohio (glass-lined steel process equipment); (2) two plants of Mattel, Inc., City of Industry and Hawthorne, California (toys, dolls, models and games); and (3) Arista Mills Co., Winston-Salem, N.C. (plain-woven cotton fabrics).

Dumping Cases: Tariff Commission responsibilities under the anti-dumping statute were highlighted in January by a three-day hearing with regard to alleged injury caused by sales of monochrome and color television receivers from Japan at less-than-fair-value prices. The hearing on televisions, commonly regarded as the most important case in the history of the Antidumping Act, was held Jan. 26-28 on the question of injury to the domestic industry as the result of sales of imported Japanese televisions at prices below those paid by Japanese consumers. During the hearing, about 20 witnesses testified on behalf of domestic producers and workers, foreign manufacturers and importers. Also, on Jan. 19, the Commission held a similar hearing with regard to aluminum electrolytic and ceramic capacitors from Japan. The Tariff Commission will issue its findings for both cases in early March.

In addition, the Commission reported a 3-2 affirmative ruling regarding ferrite cores (for consumer electronic products) from Japan. Commissioners Sutton, Clubb and Moore found injury to a domestic industry as the result of sales in the United States of ferrite cores from Japan at prices below those in the exporters' home market. Commissioners Leonard and Young made negative findings.

Also, the Commission initiated during January an investigation concerning ceramic tile from the United Kingdom referred to the Commission for an injury determination earlier in the month by Treasury (see below). A hearing has been scheduled for March 2.

Section 337 (Unfair Import Competition) Case: Announcing receipt of a complaint filed by Robert T. Kaufman of Silver Spring, Md., the Commission opened an investigation of alleged unfair methods and unfair acts in the importation and sale of paper stitchers. A preliminary inquiry into the complaint, which alleges patent infringement by at least one importer and one distributor, has been instituted to determine whether a full investigation is warranted and whether a temporary exclusion order should be recommended to the President pending the outcome of full investigations. Information pertinent to the investigation may be submitted to the Commission not later than March 1, 1971.

OTHER AGENCIES

Special Trade Representative—*Stainless Steel Flatware*—Japan and the United States signed an agreement relating to a proposed annual tariff quota of 16 million dozen pieces at current trade agreement rates of duty for stainless steel flatware valued under 25 cents per piece and not over 10.2 inches in overall length. The tariff quota would be allocated quarterly among supplying countries on the basis of average annaul imports during 1968 and 1969, would last for five years, unless extended, and could be increased by the United States by as much as 6 percent annually. Any imports in excess of the tariff quota would be subject to the higher statutory rates of duty.

The current negotiations followed U.S. notification to the GATT Secretariat that the United States had invoked its right to withdraw or modify the U.S. rates of duty applicable to certain stainless steel flatware. An escape clause tariff quota had been imposed in 1959, modified in 1965, and allowed to terminate in 1967.

Agreement with Japan, the principal supplier of stainless steel flatware to the United States, is the first of several steps to be taken to enable the United States to effect the tariff quota. Additional negotiations are now being conducted with other suppliers.

Treasury—*Dumping Cases:* During January, Treasury announced rulings for seven pending dumping cases. Of the seven, three decisions found sales at less than fair value, i.e., sales in the United States at prices below those in the exporter's home market: clear plate and clear float glass from Japan; ceramic wall tile from the United Kingdom; and sheet glass from Japan. Appraisement has been withheld for all three items since Oct. 10, 1970.

In addition, tentative determinations of no sales at less than fair value were issued for tapered roller bearings from Japan and for sheet glass from Belgium. The two remaining January rulings were notices of intent to discontinue investigations concerning electron probe microanalyzers from Japan and precision miniature and instrument ball bearings from Japan. The notices were based on assurances from the foreign manufacturers that no future sales will be made at prices below those received for the products in Japan.

Treasury also announced in January that there are reasonable grounds to believe or suspect that the purchase price of sheet glass from Taiwan is less, or likely to be less, than the foreign market value

and has ordered withholding of appraisement as of Jan. 22.

Office of Foreign Assets Control: Satisfied that nickel and nickel-bearing materials from France will not contain nickel of Cuban origin, the Office of Foreign Assets Control announced Jan. 5 that such materials may now be imported without obtaining a certificate of origin or a specific license (*Fed Reg.*, Jan. 5).

Amendment of Customs Regulations: Customs announced in January that certain metal dollies, specially designed for the transportation of aircraft engines, have been designated instruments of international traffic. Consequently, importers, having once obtained a temporary importation bond for these containers, may make future entries duty-free without additional bonds or entry papers as long as the containers do not enter the domestic commerce of the United States (*Fed. Reg.*, Jan. 13).

Also during January, Customs proposed two amendments to the Customs Regulations. The first concerns the provisions regulating conditions under which importers may be entitled to duty-free entry or entry at reduced rates for merchandise classifiable under a tariff provision controlled by actual use of the merchandise in the United States. The second proposal would make optional the production of documentary evidence of the right to make entry by the consignee in those cases where Customs releases merchandise to the carrier, not to the order of the carrier. The proposed amendment is designed to benefit carriers and importers by eliminating a need for furnishing unnecessary documentation, by eliminating unnecessary visits to the carrier to secure evidence, and by reducing Customs' paperwork. Comments on the proposals will be accepted by the Commissioner of Customs until March 15 and Feb. 15, respectively (*Fed. Reg.*, Jan. 13 and Jan. 16).

Commerce—*Adjustment Assistance Actions:* Arista Mills, a former manufacturer of plain-woven fabrics, was certified by Commerce on Jan. 5 as eligible to apply for adjustment assistance as provided by the Trade Expansion Act of 1962. Arista, the seventh firm found eligible, must now submit to the Department of Commerce an adjustment assistance proposal designed to materially contribute to the firm's economic adjustment.

Labor—*Adjustment Assistance Petitions:* Two worker groups were certified by the Labor Department in December as eligible to apply for adjustment assistance. Those receiving eligibility were about 1700 permanent and temporary workers at International Silver Co., Meridian-Wallingford, Conn. Applications from the two worker groups followed Tariff Commission determinations that the workers had lost jobs due to imports of stainless and silver-plated holloware and stainless flatware (*Commerce Today*, Dec. 14). Investigations are in progress on petitions from workers producing television components, women's leather shoes, and piano keyboards.

Agriculture—*Meat and Poultry Imports:* To carry out bilateral agreements negotiated by the United States pursuant to section 204 of the Agricultural Act of 1956, as amended (see *International Commerce*, July 13, 1970), Agriculture promulgated regulations, effective Jan. 1, prohibiting importation during calendar year 1971 of meat which is the product of Australia, New Zealand, or Ireland, except direct shipments of such meat destined to the United States on an original through bill of lading (*Fed. Reg.*, Jan. 5).

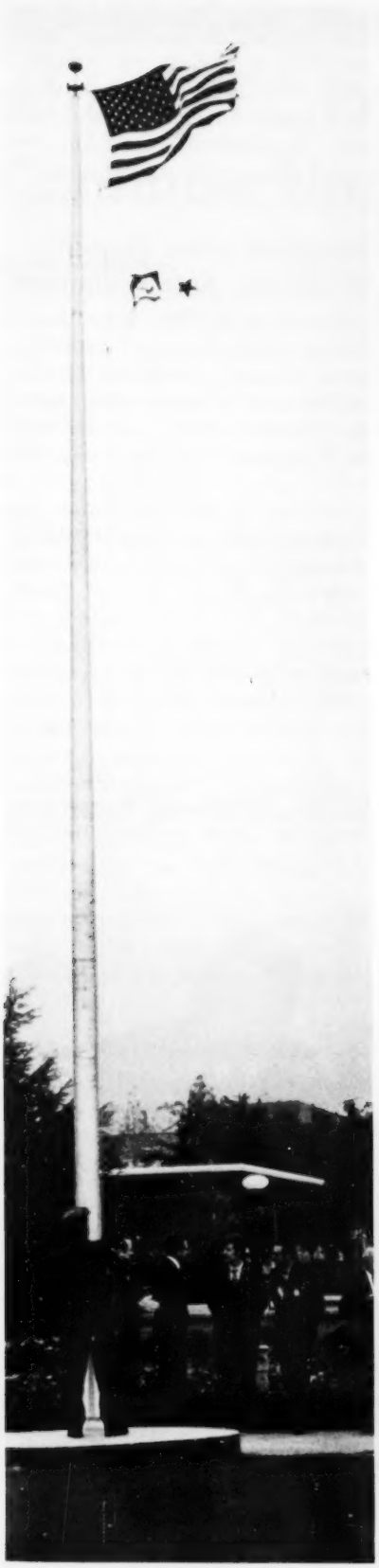
In January, Agriculture also proposed adding Hong Kong to the list of countries from which poultry imports are permissible. The Federal Poultry Inspection Act prohibits importation of slaughtered poultry and poultry products into the United States unless they comply with the standards equivalent to those required for domestic poultry. Available evidence indicates that Hong Kong's export poultry inspection program is equivalent to that maintained in the United States. Comments may be filed with the Hearing Clerk, USDA, Washington, D.C. until Feb. 20 (*Fed. Reg.*, Jan. 21).

Department of Transportation—*Hazardous Materials Regulations*: An informal public hearing is scheduled for Feb. 17 regarding the regulation that prohibits transportation of charged compressed gas cylinders unless they have been made in accordance with applicable Department of Transportation specifications and unless the appropriate tests have been made within the limits of the United States. The hearing will consider in what manner this regulation enhances safety and whether competent inspectors could witness tests outside the United States. Written comments on the proposal may be submitted until March 9 to the Secretary, Hazardous Materials Regulations Board, DOT, Washington, D.C. (*Fed. Reg.*, Jan. 15).

INTERNATIONAL

Foreign Dumping Actions: The Canadian Anti-Dumping Tribunal has determined that there was insufficient evidence to support the proposition that dumped imports of U.S.-origin liquid chlorine were causing material injury to the Canadian industry. The Tribunal also found no likelihood of future injury since the U.S. manufacturer has discontinued exports of liquid chlorine to Canada and does not intend to resume them.

European Standards for Refrigerated Transport Equipment: Free copies of a publication explaining proposed European standards for refrigerated transport equipment may be obtained from the Transportation and Facilities Research Div., ARS, USDA, Federal Center Bldg., Hyattsville, Md. 20782. The publication is entitled, "Impending European Standards for Vehicles Used To Transport Perishable Foods."



RUNNING UP THE FLAG—*Varian's "E" Star flag is hoisted during ceremonies in Palo Alto, while in Sacramento, the California Almond Growers Exchange received its "E" Star. With the flag, above, are Jack Axer, an Exchange vice president, W. Glenn Stalker, president, and Jerome Siebert, Special Assistant to the Undersecretary, Department of Agriculture.*

From Volts To Nuts, They Win 'E's

Three California firms and a Nebraska manufacturer have hoisted "E" and "E" Star award flags after receiving Presidential citations for outstanding achievements in international marketing.

The West Coast recipients are: The California Almond Growers Exchange, Sacramento, a farmer's cooperative marketing association; Varian Associates, Palo Alto, manufacturer of electronic parts and systems, medical and industrial instrumentation, and microwave and computer equipment; and Wiltron Co., also headquartered in Palo Alto, a producer of telephonic and electronic test equipment.

Dale Electronics, Inc., Columbus, was awarded an "E" for its efforts in exporting motors, relays, connectors and other electronic equipment.

ELECTRONICS EQUIPMENT EXPORTERS—*Holding a long distance phone line tester manufactured by Wiltron is W. A. Muriale of the San Francisco REEC and Wiltron head Bill Jarvis. George H. Payne, Director of the Kansas City Field Office, and W. R. Simpson, pres. of Dale Electronics show that firm's "E" flag.*

Trade Fairs, Centers

Plans For European, Pacific Trade Fairs In '71 Announced

International exhibitions in Germany, New Zealand and France are seeking U.S. participants for 1971 events. The Department of Commerce is not planning special promotions in these shows.

Munich Fashion Week, held each spring and fall, is scheduled for Mar. 28-Apr. 1. Last autumn 3,201 collections were shown. Write: Mode-Woche-Muenchen GmbH, 8 Muenchen 12, Theresienhoehe 15.

New Zealand's first international toy exhibition is open to toy manufacturers, suppliers and retailers and will take place May 10-15. Write: International Trade Fairs, C.P.O. Box 1879, Christchurch.

PROTECNA, an exhibition of pollution controls and environmental protection equipment, will open in Rouen, Oct. 13-18. Write E. Loreillere, Dir., COMET, 48 quai de Paris, 76 Rouen.

U.S. Promotions List

A listing of sales opportunities for U.S. firms in 18 U.S. commercial exhibitions, trade fairs, trade missions and solo displays and 19 shows at the eight U.S. Trade Centers is presented in this issue starting on page 57.

All-U.S. Show In Taipei Draws 18,000 Businessmen

Fifty-one makers of equipment for business and industry displayed their products in an all-U.S. promotion at Taipei, Taiwan, Nov. 30-Dec. 5. Sales leads from the exhibition are projected returning almost $13 million in orders during the next 24 months, including $5.6 million in first year sales.

Four firms were seeking agents and a fifth company was interested in negotiating a licensing agreement at the show. By the event's end, three agents had been appointed and two candidates for representatives were under review.

An audience of 18,081 businessmen visited the exhibition which included a variety of American products: office equipment, industrial equipment, medical and scientific instruments, pollution controls, automotive repair systems, printing and graphics equipment.

Stockholm Hosts Exhibition Of Marine, Auto Equipment

Eighteen agents were signed during an exhibition of American-made automotive and marine diagnostic, maintenance and repair equipment at the U.S. Trade Center for Scandinavia in Stockholm, Dec. 8-12.

Sixteen companies began the show seeking agency/distributorships and 34 candidates were under review for the positions at the exhibition's close. First year follow-up orders of almost $3.1 million are being projected by the 21 participants representing 52 U.S. firms. The show attracted an audience of 642 Nordic businessmen.

AC Spark Plug Div. of General Motors, introducing its new electronic car tester, projects $800,000 in first year sales.

SHOWS AROUND THE WORLD—*In Scandinavia, a self-service car wash unit is explained to Trade Center visitors. Around the world in Taipei a $3 million relending agreement for the purchase of U.S. equipment is signed by officials of the First Commerce Bank of Taiwan and the Export-Import Bank during a U.S. show. At the signing are Richard G. Smith, U.S. Commercial Attache, C. Y. Kuo, general manager of the Taiwan Bank, and J. P. Dugan, Senior Vice President of Eximbank.*

Africa-EEC Preferences Continue Under New Pact

Eighteen African countries and the six members of the European Economic Community have recently completed ratification of a new Association Agreement which establishes a bilateral framework for financial and commercial relations for the next four years. This Agreement, which was signed on July 29, 1969, in Yaounde, Cameroon, is known as Yaounde II. All the instruments of ratification have been deposited, and the Agreement officially became effective on Jan. 1 of this year.

The African countries concerned are: Burundi, Cameroon, Central African Republic, Chad, Congo (Brazzaville), Congo (Kinshasa), Dahomey, Gabon, Ivory Coast, the Malagasy Republic, Mali, Mauritania, Niger, Rwanda, Senegal, Somalia, Togo, and Upper Volta. In addition to this Agreement, the EEC has been establishing a network of preferential trading agreements with other countries of Africa and the Mediterranean littoral.

Replaces Yaounde I

Yaounde I, the previous Agreement between the two groups, was signed in July of 1963 and entered into force on June 1, 1964. This Agreement technically expired five years later on May 31, 1969, but as a transitional measure it was extended until Yaounde II came into effect. The date of expiration for Yaounde II is scheduled to be Jan. 31, 1975.

Like Yaounde I, Yaounde II basically provides for the preferential transfer of goods, services, and capital between the EEC and its 18 African associates. More specifically, this Agreement provides that the EEC shall grant tariff preferences to the 18 associates by admitting free of duties all goods imported from them except for certain agricultural, coal, steel, and petroleum products. Similarly, the Agreement calls for the Eighteen to grant "reverse" preferences to the EEC by eliminating customs duties on goods imported from EEC members. In the case of the Eighteen, however, each country may "retain or introduce . . . customs duties and charges having equivalent effect which are necessary to meet their development needs or which are intended to contribute to their budgets."

Most of the Associates in fact have a two-column tariff schedule with "revenue duties" in one column and "customs duties" in the other. The revenue duties are generally fairly high and are not eliminated for imports from the EEC; only the lower customs duties are eliminated. Thus, the tariff schedules of the Eighteen grant only a partial preference—rather than complete duty-free treatment—to imports from the EEC. Also, two of the Associates, Togo and Congo (Kinshasa), do not grant reverse preferences to the EEC at all, while one, Rwanda, grants only minimal reverse preferences. Even where reverse preferences are granted, they are in many instances—particularly in the case of capital equipment—not sufficiently large to constitute a significant impediment to U.S. exports.

In addition to providing for tariff preferences, the Agreement stipulates that there shall be no quantitative restrictions imposed on trade between the EEC and the Associates. However, the Associates are allowed to retain or introduce import quotas when these are needed for development reasons or because of balance-of-payments difficulties.

With regard to the non-EEC trade of the Eighteen, Yaounde II, like the previous Agreement, permits the Eighteen to join customs unions or free trade areas. Many of the Associates have followed this course of action in connection with other African states.

In an action affecting the preferences granted under Yaounde II, the EEC is reducing its duties on certain tropical products originating in third countries, thereby diminishing the margin of preference granted to the Associates on imports of such products. The duty on coffee is to be reduced from 9.6 to 7 percent, on cocoa from 5.4 to 4 percent, and on palm oil from 9 to 6 percent.

Some have cut preferences

Some of the Associates have also reduced the margin of preference for goods imported from the EEC. Four of the Eighteen—Cameroon, Gabon, Congo (Brazzaville), and the Central African Republic—are members of a customs union known as the UDEAC (Union Douaniere et Economique de l'Afrique Centrale or Central African Customs and Economic Union). Until recently, members of the UDEAC granted a tariff preference of 10 to 30 percent on imports originating in the EEC. On Jan. 27, 1970, however, this margin of preference was cut in half, and the duty on EEC products is now only 5 to 15 percent less than that for products originating in other countries. This reduction may prove of great benefit to U.S. traders and other non-EEC suppliers.

The provisions of the Yaounde Convention, plus the channels built up during the colonial era, have resulted in a close trading relationship between the EEC and its African associates. Some 60 percent of the Eighteen's exports and 65 percent of their imports are accounted for by the EEC. The Eighteen's ex-

IT HAPPENED IN YAOUNDE—*The Association Agreement between 18 African nations and the EEC was signed in Cameroon's capital. Here, Yaounde's business district.*

ports to the EEC increased from $932 million in 1962 to $1,711 million in 1969, for a gain of 84 percent, while their imports from the EEC rose from $691 million to $1,106 million, for a gain of 60 percent. During the same period, the Associates' exports to the United States rose 33 percent to $156 million and their imports from the United States rose 6 percent to $122 million.

More economic aid

The EEC has provided the African associates with substantial amounts of economic assistance under the terms of Yaounde I and—previously—the Treaty of Rome which established the EEC in 1958. Yaounde II calls for $918 million of development aid to the African Associates, $188 million or approximately 25 percent more than Yaounde I. Under the terms of Yaounde II, however, a somewhat higher portion (about $170 million) of the assistance will be in the form of loans rather than grants. Because a fixed expiration date was set for Yaounde II, rather than having it expire five years after entry into force, as was done in the case of Yaounde I, the aid will be spread over a period of approximately four years rather than five.

The new priority for EEC assistance to the Eighteen will be to increase industrialization, a goal strongly sought by the African countries. Measures to achieve this goal will include EEC equity participation in African industrial enterprises, loans to local development banks, and preferences for local suppliers in connection with EEC-financed projects. Also, the aid program will focus on the creation of infrastructure, technical cooperation, and measures to promote the Eighteen's exports.

The agency which administers the bulk of the EEC aid program is the European Development Fund. During the one and one-half year transition period between Yaounde I and Yaounde II, the EDF did not make any new loans to the Eighteen, but considered loan proposals and continued to make disbursements on previous loans. EDF aid to the Eighteen is tied to purchases locally or within the EEC, but U.S. firms with subsidiaries in Europe could benefit indirectly from such aid.

There are aspects of the Yaounde Agreement that could have a detrimental effect on the world trading system. Fundamentally, all preferential trading agreements which are inconsistent with the trading rules established by the General Agreement on Tariffs and Trade (GATT) pose a threat to the most-favored-nation (MFN) system. The United States believes that the Association under Yaounde II does not conform to the requirements for a valid free trade area that must be met if a group of countries is to extend preferential tariff treatment under GATT rules. In addition, as the network of EEC preferential agreements expands (and U.K. entry into the Community is likely to accelerate this expansion) the threat to the MFN system will increase.

One result of this expansion may be to limit the effectiveness of the schemes of generalized preferences being proposed to benefit all developing countries. More specifically, the United States has indicated that developing countries granting reverse preferences must give assurances that such preferences will be phased out in order to become beneficiaries under the U.S. scheme of generalized preferences.

Many of the 18 Yaounde states, however, are fearful that any attempt to do away with reverse preferences granted to the EEC may result in their aid from the Community being cut off. Also, if the EEC members were to grant generalized preferences to all LDC's, the Eighteen would face increased competition in selling to the European market. In addition, some of the Yaounde countries feel that to put all developing countries on the same plane within a system of generalized preferences might be to the disadvantage of those that are the least developed—i.e., the African states. Nevertheless, the new Yaounde Agreement makes specific provision allowing the Eighteen to participate in a system of generalized preferences.

The United States hopes that the implementation of the proposed schemes of generalized preferences will provide an opportunity for phasing out the discriminatory tariff treatment accorded under the Agreement.

Dutch Pace Will Slacken As Restraints Take Hold

If one draws a circle with a 300 mile radius around the world's largest and busiest seaport, he will find that it encompasses 160 million high income consumers and a substantial percentage of the world's industrial capacity. The port is Rotterdam, and its hinterland absorbs—produces—more merchandise than any comparable area in the world.

The hub of this industrial megalopolis, writes John Q. Blodgett, Commercial Attache at the U.S. Embassy in The Hague, is the Kingdom of the Netherlands, a nation of only 13 million but a charter member of two concentric common markets—Benelux and the EEC. If and when Great Britain, Ireland, Denmark and Norway join the EEC, this country will become more than ever the maritime keystone of what will then be the biggest market in the world. It is also the main salt water terminus of an inland waterway system feeding most of continental Europe and penetrating the Iron Curtain.

Important market

This perspective of the Netherlands as an entrepot should not blind us to the importance of the Netherlands as a one-country market. Despite a total foreign trade equivalent to 70 percent of national GNP, the Dutch are not only, or even primarily, transshippers. Well over three-quarters (by value) of the cargo flowing into the Netherlands from all sources is either consumed there or further processed there for export. Holland still has its tulips and windmills, but it is also headquarters of the three largest industrial enterprises outside the United States, the site of about 500 American industries, the owner of the largest natural gas deposit in the free world, and the only country in the world that has more money invested in the United States than vice versa.

In 1970 the Netherlands imported for consumption on the order of $13.5 billion worth of goods from all sources, an increase in excess of 20 percent over 1969. The United States accounted for roughly 10 percent of these imports, a slight gain in market share as compared with 1969. That means that the Netherlands, as a consumer in its own right, is now our sixth best customer in the world.

A burgeoning economy

The remarkable rise in Dutch imports in 1970 reflects a number of interrelated pressures at work in the Dutch economy. It must be recognized that one of these pressures is inflation—both at home and abroad—which has simultaneously boosted consumer and corporate incomes and prices for imports. Nevertheless there has been a real increase in GNP on the order of 6 percent and a real increase in disposable personal income of a like amount. Consumer spending, on a volume basis, actually rose by an estimated 8 percent in 1970, which means a rise of perhaps 13 percent on a current price basis.

Private investors in the Netherlands went on a spree in 1970, pouring nearly 20 percent more money into new plants and equipment than in 1969, though the increase on a volume basis was closer to 10 percent. The fastest growing sectors were chemicals, oil refining, and metalworking. Public investment, however, was restrained to approximately the 1969 level as a matter of official policy.

Another expansive factor in 1970 was the steady growth in export demand for Dutch products, spurred by inflation in Holland's traditional market areas. Dutch gratification over the rise of some 15 percent in the value of Dutch exports, however, is tempered by the fact that the terms of trade have deteriorated and the overall Dutch trade deficit has widened to over $1.5 billion.

Outlook for 1971

All indications point to continued growth in the Dutch economy in 1971, but at significantly more modest rates than in 1970. The Dutch Government, like those of most other European countries, has embarked on an ambitious counter-inflationary program featuring higher taxes on consumption and investment, restraints on credit, wages and prices, and austerity in public expenditure. Another restraining factor on industrial growth is the reduced availability and rising cost of Dutch labor. About the only activity which is likely to grow faster in 1971 than in 1970 is housing construction, for which there is an urgent political and social need. Real GNP is now projected to rise at a rate of about 4 percent in 1971 (compared with 6 percent in 1970).

This leveling off in the Dutch economy is bound to have some stabilizing effect on the demand for imports. The natural momentum of investment decisions made months ago will ensure some growth in imports of producers goods but at gradually declining rates. Similarly, recent wage boosts across the board will stimulate imports of consumer expendables and durables for the next few months, but demand should slacken somewhat later in the year as wage restraints take hold.

Despite these trends toward a slowdown, however, it seems reasonable to anticipate an overall increase of Dutch imports in 1971 of perhaps 10 percent. Thus, if the United States can retain its 10 percent share of this market, we can hope to achieve sales in 1971

of roughly $1.5 billion. That would imply a per capita Dutch consumption of American products of about $115.

The Dutch market for American products breaks down into three broad categories, each with a number of major subcategories.

The first broad category is raw agricultural products, which accounted for an estimated 30 percent of our total sales here in 1970. Agricultural raw materials are vulnerable to vicissitudes in EEC trade policies, but we hope for continued growth in the market in 1971.

The second broad market sector is non-agricultural producers goods, which accounted for about 63 percent of Dutch imports in 1969 and is where the biggest opportunities appear to lie. Despite the anticipated slowdown in new fixed investment as the year progresses, some sectors are expected to continue expanding rapidly for the next two years at least.

A promising offshoot of the capital goods sector is the broad field of consumer service industries, such as hotels, fast food chains, laundries and dry cleaners, vehicle maintenance shops, etc. The growing shortage of labor in Holland, taken together with rising consumer incomes and mobility, has created a booming demand for American equipment and expertise in these fields. This market is best approached on a franchise or joint venture basis, but related sales of equipment should be substantial.

The third broad sector of imports is processed consumer goods. In 1969 this sector accounted for about 17 percent of all Dutch imports, but only about 7 percent of total Dutch imports from the United States. While heavy European and oriental competition, relatively high EEC import duties, and our unavoidable transportation cost disadvantage combine to make this sector comparatively unpromising for American exporters, there are a few product categories where the United States remains competitive. These include motor vehicles and parts, high fashion apparel, the more sophisticated educational materials and training aids, certain drugs and pharmaceuticals, selected household appliances and kitchenware, and do-it-yourself tools.

DUTCH DO IT THE EASY WAY—*Time and effort in cargo transfer are minimized at the Port of Rotterdam's special terminals. Containers can be rolled, above, or lifted.*

The Dutch market is not an "easy" one for American business. The European and domestic competition is fierce and enjoys tariff and transportation advantages; some products must be tailored to meet Dutch standards and tastes; the Dutch are accustomed to high standards of supply and service; and marketing channels and practices differ somewhat from our own. It is thus difficult, and as a rule unrewarding, to attempt to penetrate this market by direct sales to the ultimate consumer.

Nevertheless, the Dutch have flourished for centuries through their skillful and aggressive marketing techniques and their deep knowledge of the intricacies of foreign trade. For every product line that will sell in the Netherlands there are dozens of qualified firms of agents and distributors eager to take on the task of promoting it. The problem is to select the firm which, by virtue of its specialized experience, sales and service facilities, and array of complementary lines, is best equipped to handle your product.

The Dutch market features a wide variety of recurrent trade fairs and exhibitions using, for the most part, modern facilities in Amsterdam, Utrecht, Rotterdam or The Hague. A list of these events can be obtained from the Department of Commerce. In November 1971 the Department of Commerce will sponsor an American pavilion at one of the largest of the Dutch shows, Europort 1971, which features marine transportation, cargo handling and related equipment of all kinds.

The Netherlands market is big enough to merit the attention of every American exporter. Our high and expanding level of sales and our growing market share prove that we can meet the competition. About 7,000 American exporters are already represented in this market, but thousands of others are not. They could be missing a bet.

Changing Economy Of Ivory Coast Requires More Advanced Imports

When a new 32-story skyscraper abruptly changes Abidjan's skyline and one sees advertisements for ice skates in the city's morning newspaper, it can rightly be assumed that something unusual is happening in the Ivory Coast. The new building and Africa's only ice skating rink are only part of the story of Ivory Coast's metamorphosis of the last five years, reports Ronald D. Flack, Commercial Attache at the U.S. Embassy in Abidjan. The new economy of the Ivory Coast is rapidly diversifying from its traditional agricultural base and thus is requiring more varied and sophisticated imports. Aggressive U.S. traders should be able to obtain an increasing share of this growing new market, thereby reducing the U.S. trade deficit with this key West African country.

With a population of five million, half a million of which is in Abidjan, the Ivory Coast now represents a $300 million-plus market. The country achieved a $1.3 billion gross domestic product in 1969 (current prices) representing an annual growth rate in real terms of about 11 percent. The stability of the economy and a favorable growth record can be attributed to wise management of the Ivorian economy by imaginative and competent officials. Business confidence in the future is high and the trade outlook is consequently very favorable.

Total imports into the Ivory Coast in 1969 amounted to $312 million, of which the United States supplied $26 million (6.1 percent). The Ivory Coast exported goods and commodities valued at $60 million to the United States during 1969, thus leaving the United States with a trade deficit of $34 million in its account with the Ivorians. Opportunities now exist to close that gap and substantially increase U.S. sales to the Ivory Coast during the current year.

Sales of heavy construction and earthmoving equipment were particularly good in 1969 and should continue to improve. Long-term prospects for sales of this type of equipment are very promising. Work on the Bandama dam, partially financed by a $36.5 million Eximbank loan, continues according to schedule. This and other development projects require large amounts of equipment and parts. Other major construction projects, either private or government-sponsored, under the current Five-Year Development Plan, include highway construction, plantation clearing, public works, and schools.

African Riviera

Construction on the first phase of the African Riviera, a major urban and tourist development project, was started in November. This $50 million phase will consist of 300 units of housing, two 250-room tourist class hotels and an 18-hole golf course and club. In addition, the Inter-Continental-managed Hotel Ivoire, the largest hotel in Africa, is starting construction of a new tower which will raise the number of rooms in the hotel to 750. A new 2,000 seat convention hall is also under construction as part of the Hotel Ivoire complex.

The Riviera project envisages the construction by 1985 of a new city of 120,000 inhabitants adjacent to Abidjan along the Ebrie Lagoon. The economy of the new city will be based on tourism and light industry, and the city will include such features as major hotels, extensive tourist facilities, an international conference center, a permanent exposition area and housing for all income groups. Opportunities for the sale of U.S. goods and equipment such as certain building materials, builders hardware and supplies, lighting equipment, airconditioning machinery, etc. should greatly increase as the Riviera Project progresses.

The demand for mining and materials handling equipment will increase sharply as Pickands Mather approaches a $200 to $400

IVORY COAST WELCOMES UNION CARBIDE—*President Felix Houphouet-Boigny presides at the inauguration of the U.S. firm's new dry cell battery plant.*

IVORY COAST'S NEW LOOK—*This 32-story building in Abidjan houses the Ministry of Agriculture and related offices.*

million investment in iron ore mining and pelletizing in the Western regions of the Ivory Coast. Construction of a new port at San Pedro is well under way. This new port is expected to serve the Southwest area, which the Government wants to develop by the introduction of various wood industries and a paper pulp plant as well as cocoa, palm oil and rubber plantations. Related to this development will be increased opportunities for the sale of lumber and sawmill equipment. While timber exports from Ivory Coast fell somewhat in 1970, expectations are for continued development in this industry over the long run. Thus, as the Ivory Coast taps its timber resources and develops related wood industries, U.S. suppliers will be able to increase their penetration of this market.

Excellent sales opportunities are currently available in the agricultural machinery and the food processing machinery fields. The Government has announced its intention of buying at least one and perhaps two integrated coffee plants, as well as developing a 4,500 hectare sugar complex and mill which could mean the sale of millions of dollars of U.S. equipment.

Union Carbide Cote d'Ivoire SA opened a new $3 million plant to manufacture dry cell batteries in December 1970. This plant, the first 100 percent U.S.-owned manufacturing operation in the Ivory Coast, is making a large and welcome contribution to the diversification and industrialization of the Ivorian economy. Union Carbide is making its sales plans on the basis of a regional market, which seems appropriate in view of Abidjan's growing importance as a West African regional center.

In a further demonstration of the increasing tempo of economic activity, a consortium of Esso, Shell, and ERAP has signed an agreement with the Ivory Coast Government for off-shore oil exploration. Drilling may commence in the next few months. Several other U.S. corporations are investigating the possibilities of investing in the Ivory Coast or otherwise increasing their activities in this expanding African market.

The growing importance of the Ivorian market to U.S. traders and investors will be highlighted by the presentation in March 1971 of an Export Credit Seminar sponsored by the Department of Commerce with the participation of the Export-Import Bank, FCIA, CCC, and several commercial banks and private corporations. The Seminar will be held at the Hotel Ivoire in Abidjan and will draw participants from neighboring francophone countries. The Credit Seminar will immediately precede a locally sponsored "America Week" which will promote sales of all kinds of U.S. products in the Ivory Coast. These events are further examples of the new importance being credited to the Ivorian market and the West African regional market as well.

Tunisians Offer Larger Role To Private Business

Tunisia is passing through a period of considerable change in economic organization. The drive to organize agriculture and commerce on a cooperative basis has been abandoned and a return to private initiative in these areas has been largely effected.

The U.S. Embassy in Tunis reports to the Department of Commerce that GDP grew an estimated 5.7 percent in current prices last year. Disappointing showings in agriculture and its associated industries and construction materials led to a lower growth rate than expected.

Wheat production was up 40 percent over 1969. This did not mean that Tunisia could meet its wheat needs, however, and imports totaling 30 percent of consumption were necessary. Increases in wheat and barley production in value terms were offset by a large decline in olive production. In other areas, agriculture production generally registered no improvement and some decline. The total estimated value of agricultural output in 1970 did not exceed that of 1969.

Meat production was a serious problem as the terrible floods of 1969 cut flocks and herds and the cooperative program encouraged uneconomical overslaughter through the summer of 1969. Heavy imports of cattle and sheep have been undertaken in another effort to build the livestock base.

Petroleum production rose another 10 percent in 1970 and will exceed four million metric tons. A million tons will be refined at Bizerte to meet Tunisia's needs for petroleum products. About 70 percent of the refinery input is domestic. Promising indications for a new petroleum structure south of the present El Borma field and possible new producing sections at

El Borma may portend a significant increase in petroleum production in the next few years.

Otherwise, the extractive and mining industry continues to face difficulties of high cost production. Rock phosphate production employs 10,000 workers and is an essential industry of the Tunisian south. Production reached 3.1 million tons, up from the flood-struck level of 2.6 million tons in 1969. The industry has been intensively studied as an asset to develop in the limited spectrum of Tunisian resources.

Iron ore production—a victim of the floods—plunged 30 percent, while lead and zinc improved somewhat, though remaining relatively unimportant.

The value of the output of the food industry was less than 1969, but due only to the reduction in olive oil production from 51,000 tons in 1969 to 20,000 tons in 1970. Production of other food products —flour, sugar, fish, canned vegetables—was generally somewhat higher.

The construction materials industry is suffering because sales abroad of cement and brick have dropped. Output of mechanical and electrical machinery is appreciably higher, however. Tunisia's output of pig iron, steel ingots, and iron reinforcing rods also improved over 1969. Clothing and leather goods (except shoes) also have been registering some gains.

The overall situation in Tunisia's balance of payments for 1970 was not particularly satisfactory. Nonetheless, foreign grants and credits and private investment inflows probably more than offset the trade deficit and debt repayments, permitting for the third year an increase in foreign exchange holdings.

Imports in 1970 of capital goods, raw and semi-finished products and cereals exceeded 1969 levels, pushing total imports to new highs. On the other hand, exports were less buoyant. Disappointing results were found in dates, citrus, almonds, and olive oil, notably due to the effects of the floods of the fall of 1969 or the cyclical pattern of production (olives). Also, phosphate rock, phosphate products and iron ore ran under 1969 levels as the result of the floods. But, as consistently true since 1966, crude oil exports were up again, more than offsetting the decline in other products.

Tourism up despite floods

Tourism, one of Tunisia's fastest growing industries and one of its long-run major assets, failed to gain over 1969 through midyear, but then surged ahead, and 1970 probably exceeded 1969 by 10 percent in tourism receipts. The floods of 1969 struck at the critical time of the year—the fall—when contracts are made with travel agencies and Europeans are likely to be planning their spring-summer vacations. Undoubtedly the publicity attendant in the floods had a harmful effect on 1970's tourism.

U.S. exports to Tunisia are largely financed by U.S. AID and PL-480. In addition, some of our commercial exports to Tunisia are required as part of our PL-480 sales programs. There are no immediate prospects for any significant change.

Tunisia's partial association agreement with the Common Market provides for reverse preferences and global quotas for certain products originating within the EEC which, combined with freight rates and strong historic trading ties, give their products a strong competitive edge over U.S. commercial exports to Tunisia.

Exchange controls and the existence of clearing agreements with Eastern European countries also exert an adverse effect on the U.S. commercial export potential. Moreover, the United States buys relatively little from Tunisia, whose major exports—petroleum, olive oil, wine, citrus, phosphates and phosphate products—either have little interest for U.S. buyers or are in competition with U.S. exports.

U.S. exporters should follow closely the invitations for bids which are issued under program loans and World Bank loans.

Many of Tunisia's commercial imports from the EEC and other Western European countries are manufactured by the branches or affiliates of U.S. companies, such as business machines and agricultural equipment.

U.S. investors, however, face a different situation in Tunisia. The announcement that a possible new petroleum field has been found by AGIP south of its present El Borma field in southern Tunisia has interested several U.S. companies in the remaining areas open to exploration concessions. The potential appeal which Tunisia has as a truck garden for the Common Market has increased with the return to greater private initiative; land and manpower can be made available to those who may have their marketing outlets well established in Western Europe (Tunisia's exports of fruits and vegetables still suffer from a lack of good marketing outlets and good production techniques).

The supply-demand situation of certain minerals have led some U.S. companies to check into participation in the relatively small deposits of Tunisian fluorspar, lead and zinc.

U.S. companies could participate in sub-contracting operations in Tunisia with sales to the Common Market in mind, taking advantage of relatively low wage scales and the position of Tunisia as an associate member of the Common Market.

Tunisia's rapidly expanding tourist industry also offers investment opportunities. One U.S. company has invested in a company to expand the tourist infrastructure, another is building a hotel, and a third is negotiating for the construction of a hotel.

Fast-Moving Singapore Is Attracting Rising Inflow Of Foreign Investment

Singapore is off to a promising start for the Seventies, reports the U.S. Embassy there, for all economic indicators point to continued growth. The annual growth rate of 12-13 percent which has characterized Singapore over the past 2 or 3 years continued in 1970. Total foreign trade (excluding Indonesia) rose by 15 percent in the first six months of 1970, reaching U.S. $1,964 million, although the gain was largely on the import side.

Pressing requirements for a wide range of new equipment and techniques, coupled with Singapore's excellent credit reputation and clear ability to secure international financing as needed, make it essential for export-minded U.S. firms to keep close watch on this fast-moving island republic.

The most pressing economic issue still remains the impact of the British military rundown. From a contribution of slightly less than 10 percent of the GDP in 1969 came a reduction of about $40 million last year; a further major decrease is scheduled in 1971.

New investment policy

The success of Singapore's rapid industrialization over the last few years has stimulated a change in the government's developmental policies. It is now more selective in the granting of tax incentives and in the criteria for promoted industries. Development policies have switched from labor intensity to labor quality. Emphasis is now on export-oriented industries employing a labor force with a high degree of skill.

The list of pioneer industries and products has been revised to reflect the desire to encourage industries of higher technology. For example, a new plant for assembling semiconductors no longer receives preferential treatment, but manufacture of electronic calculators or computers qualifies. The Government no longer grants pioneer status to companies producing exclusively for the home market, and such status is now given only to enterprises with a fixed capital investment of at least $333,000.

Singapore's strategic position, communications, warehousing, ship repair, transport, banking, etc., facilities make it the regional operations center for many foreign companies. The promise of oil in Southeast Asia has already resulted in twenty international oil companies setting up offices and bases here. Along with this has come a multitude of companies in support of the region's oil exploration activities.

Singapore also is becoming a service and supply base for the timber industry in the area. One American firm which has chosen Singapore as the logistics base for a logging operation in Indonesia will spend millions of dollars here purchasing food provisions, general hardware, parts for machinery and transportation equipment. Another major U.S. firm has set up a workshop and office for construction equipment used in the logging industry. Its equipment sales are largely to Indonesia and Malaysia, but it plans expansion of its facilities here to provide the necessary sparè parts and service.

The areospace industry is beginning to make its presence felt. Boeing has picked Singapore as a regional headquarters. Lockheed has set up a facility to service, overhaul and repair aircraft, and Grumman is scheduled to begin operations early this year.

When the Government ceased granting special hotel concessions a few months ago because of apparent over-building, there was some speculation that construction activity would slacken. But Singapore continues its construction boom as witnessed by the ever-changing skyline of the city and the mushrooming low-cost housing units and high-rise office buildings. This is expected to continue, if not accelerate.

Singapore's government is interested in attracting industries which upgrade the technical capabilities of the work force and develop managerial skills. As the shortage of skilled workers worsens, Singapore increasingly looks to foreign firms to bring in their own experts and technicians initially, and to train the youthful, dynamic work force here through the establishment of on-the-job instruction schemes.

Becoming more selective

Those firms which can offer technological skills that will contribute to developing Singapore as the thinking and research center of Southeast Asia will be most welcome. Another element in Singapore's development policy will be the growing conviction that the Republic's export-oriented industries must not depend too heavily upon markets in a single country but must look to markets worldwide.

With the new emphasis on diversification into precision engineering and metal-working, requirements for the related tools will be added to the present demand for electronic production, shipyard and oilfield equipment. Similarly, makers of U.S. hotel, restaurant and recreational equipment should be alert to growing sales opportunities as literally dozens of new tourist facilities near completion.

With increasing tourist traffic and rising consumer buying-power, demand for American foodstuffs and other consumer goods is expected to mount. A steady influx of petroleum-related firms promises area-wide sales of U.S. food, garments, footwear, toiletries, etc., to the army of technicians needed to man the large number of rigs and oil camps in Southeast Asia.

World Trade Actions

Philippines, Austria Alter Tariffs: Spain Sets Quotas

United Kingdom: On Feb. 15, the United Kingdom will begin decimalizing its currency transactions. Banks and government agencies will switch over on that date, while other businesses will implement decimalization of their accounts, invoices, and other materials increasingly from Feb. 15. Under the new system the pound (£) will be divided into 100 new pence worth $.024 U.S. dollars apiece.

In order to make the changeover, British banks will be closed from Feb. 10 to Feb. 15. Branches, however, will continue to operate at both airports and seaports in order to service international travelers. In the computation of import duties and purchase tax, H. M. Customs and Excise will permit until Feb. 14, at the option of importers or agents and those traders registered for the purchase tax, to round off to the nearest shilling, with six pence being rounded to the nearest even shilling.

Philippines: Higher import duties for goods falling in 39 commodity subheadings became effective Jan. 10. Duty rates were increased by 5 to 15 percentage points on imported articles classified under the "other" category (normally unspecified components or equipment utilizing new processes) in the tariff schedules. Items of special interest to U.S. exporters affected by the increase include unassembled appliances, machine tools, electric and non-electric machinery, and component parts for air-conditioners, refrigerators and television sets.

In a separate action, import duties were also increased on petroleum products and shale oils. Inquiries regarding specific items should be addressed to the Far East Division, BIC-892, U.S. Department of Commerce, Washington, D.C. 20230.

Austria: Customs duties were temporarily waived or reduced on some 220 product categories as part of an effort to dampen internal price pressures. In addition, items falling in 24 other categories have been exempted from import turnover tax rates of from 6.25 to 11.8 percent. These changes, effective Jan. 1, are scheduled to remain in force until July 1, but may be extended. Similar changes scheduled to terminate Dec. 31, have been extended six months. Items involved include various food products, textile fabrics, electronic and photographic equipment, and outer garments for men and boys. Tax exemptions were made on viscose dissolving pulp, preserved peaches and raw tantalum.

Complete lists of the temporary duty and tax reductions are available upon request from the Western Europe Division, BIC-888, Department of Commerce, Washington, D.C. 20230.

Spain: The 1971 import quotas were established for globalized items, raising them a flat 10 percent above last year's quotas for the 58 product categories on the list. This is the same increase established for the 1970 globalized quotas. (See *International Commerce*, Mar. 2, 1970).

The quotas establish the maximum value, in pesetas, of import licenses that the government theoretically will grant in 1971 for items that fall under the globalized quota system. It is indicative, but not binding, because in practice actual importation may exceed or fall short of the established figure. For several years the value of licenses actually issued in various categories has exceeded the authorized quotas.

The complete global list is available upon request from the Western Europe Division, BIC-888, Department of Commerce, Washington, D.C. 20230.

Greece: An Air Transport Directorate (ATD) has been set up within the Ministry of Communications and the existing Civil Aviation Administration (CAA) will hereafter operate as an independent state agency. This was effected by the passage of Legislative Decree No. 714 dated Nov. 3, 1970.

Thailand: Increasing complaints are being received by U.S. Embassy officials from Thai importers facing serious penalties due to late or non-delivery of U.S. goods being supplied to the Thai Government. Each Government authority does its own purchasing and awards tenders only to companies registered in Thailand. Severe penalty clauses are included in virtually all contract awards; penalties are assessed against the local agents, but importers who suffer financial loss through late or no delivery will often seek other suppliers on future tenders. For further details write BIC/CID-924, U.S. Department of Commerce, Washington, D.C. 20230 (phone 202-967-4049).

World Bank Units Boost Projects In Nine Countries

The World Bank Group has provided loans totaling the equivalent of $71.7 million to assist development projects in nine nations. All imported goods and services purchased with World Bank funds must be procured through international competitive bidding.

Cameroon: The International Development Association, a World affiliate, has approved a $1.5 million credit to help enlarge the capacity of the nation's main port, Douala. These improvements will

be aimed at keeping port traffic moving pending completion of a long-term development program.

Ecuador: Two development finance companies will benefit from a World Bank loan of $8 million. The companies' long-term loans to private industrial enterprises should give further impetus to the growth of Ecuadoran industry and provide more employment, an important factor in view of the fast-growing labor force.

El Salvador: An IDA credit of $5.6 million will finance electric power generating and transmission works to provide an adequate power supply in San Salvador, the capital and dominant industrial, commercial and financial center, and strengthen the transmission system serving the eastern half of the country.

Guatemala: A $4 million World Bank loan will assist the first stage of a livestock development program to improve pastures and cattle-raising techniques.

India: A $24.4 million IDA credit will provide funds for an agricultural credit program for minor irrigation, lend leveling and farm mechanization in the State of Andhra Pradesh. This credit, like earlier ones for similar programs in two other Indian states, will support India's efforts to sustain the momentum of growth in the agricultural sector by enabling more farmers to take advantage of the new agricultural technology.

Jamaica: A World Bank loan for $3.7 million will assist a project to expand commercial farming by about 23,200 acres of good land which is now largely idle; improve the country's balance of payments by an estimated $3 million annually; and increase agricultural employment.

Kenya: A $12.6 million credit will aid a project to consolidate the nation's scattered road maintenance activities into the Ministry of Works, reduce maintenance work backlogs, and maintain the most economically important roads.

Niger: Will receive a $5.7 million interest-free credit for an $8 million project to construct and improve three important roads and open up efficient and reliable export routes to the sea through Nigeria.

Upper Volta: A $6.2 million IDA credit will help finance a project to expand the country's cotton production. The project is expected to raise cash incomes of some 46,000 cotton farmers and add an average $4.4 million annually to the country's export earnings upon completion in 1975.

Asian Bank Now Active For All 16 Area Members

The Asian Development Bank recently made its largest loan to date and extended assistance to the last of its 16 developing member nations that it was founded to aid. Actions included:

Afghanistan: A $5.15 million loan and a $370,000 technical assistance grant will finance an agricultural project to improve the water supply and irrigation conditions in two provinces.

Fiji: A technical assistance grant will help reorganize the Fiji Development Bank. With this commitment, the ADB is now lending funds or providing technical assistance in all of the 16 developing member countries, from Afghanistan to Western Samoa, which have sought the Bank's help.

Korea: A $25 million loan, the Bank's largest to date, will finance the foreign exchange costs of a private caprolactam plant to be built as part of a new petrochemical complex at Ulsan.

Nepal: A technical assistance agreement will cover the preparation of a feasibility study and tender documents for an irrigation project.

Pakistan: A $12 million loan will cover the foreign exchange costs of machinery and equipment for seven new cotton spinning mills to be set up in East Pakistan. Another loan, for $6.73 million, will cover the foreign exchange cost of importing 400 marine diesel engines and fishing gear, including nylon twine and rope for 200 gillnetters and 200 shrimp trawlers in West Pakistan. The loan will also cover the foreign exchange cost of providing, in East Pakistan, five cold storage installations with deep freezing facilities, related ice plants and insulated carrier vessels, and 10 independent ice-making plants for private subborrowers.

Philippines: A $15 million loan in favor of the Private Development Corp. of the Philippines will finance the imports of industrial and other productive enterprises over the next two years. An earlier loan for $5 million went to this same purpose.

Thailand: A $19 million loan will help pay the foreign exchange costs of the State-owned Electricity Generating Authority of Thailand's power transmission and substation expansion project, the first nationwide transmission program to be undertaken.

Viet-Nam: A loan of $2.5 million will help finance the mechanization of 394 fishing vessels and installation of ice-making facilities in two cold storage plants.

Specialists To Meet

Senior American economic and commercial specialists stationed throughout Latin America will convene in Panama and Argentina later this month to discuss U.S. business prospects in the area.

A Commerce Department delegation led by Deputy Assistant Secretary for International Business Harold B. Scott will attend the Feb. 9-12 meeting in Panama City and the Feb. 16-19 session in Buenos Aires.

Worldwide Business Services

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors overseas. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine. The section that follows, incorporating the familiar Licensing and Investment Opportunities and Foreign Trade Opportunities, presents details about U.S.-sponsored overseas exhibitions, licensing and joint venture proposals, opportunities to sell to foreign firms and government agencies, appoint agents, major construction and expansion projects, and U.S. visits by foreign buyers.

U.S. Promotions Overseas

DOMINICAN REPUBLIC, VENEZUELA. Tourism Industry Trade Mission. To assist U.S. firms in the growing Latin American markets for tourism equipment, a spring trade mission is planned; a Feb. 15 entrance date is set. Products on the mission will cover: service industry machinery; boats and related recreational equipment; catering, vending, food preparation and serving equipment; hotel planning, construction, organization and management and resort development firms; dry cleaning and laundry services and commercial vacuum cleaners. Call Larry C. Cozart, 202-967-4715. Trade Mission. Mar. 14-27.

EAST AFRICA. Agricultural Development Trade Mission. Uganda, Kenya, Zambia and Ethiopia will be visited by a specialized ten-member mission featuring equipment to aid agricultural development. Products with good sales potential include: agricultural machinery, equipment and parts; irrigation equipment; chemicals; equipment for dairy and meat packing and processing, coffee washing and pulping, bulk feed storage and handling, and fruit and vegetable processing; and forestry, fishing and livestock supplies. Application deadline is Feb. 28. Call Mrs. Wanda Ale, 202-967-2051. Trade Mission. Mar. 16-Apr. 3.

BELGIUM, NETHERLANDS. Service Industries Trade Mission. Representatives of the following service industries are among those being sought for this spring mission: hotel; laundry, dry cleaning and diaper services; hardware and tool rental; automobile diagnostic, service and repair shops; fast-food services; vending machines; dairy and ice cream chains, and leasing and franchising firms. The entry date is Feb. 15. Call Joseph L. Muller, 202-967-4227. Trade Mission. Mar. 20-Apr. 2.

EASTERN EUROPE. Food Processing & Packaging Equipment Trade Mission. Markets for food processing and packaging equipment are providing new sales opportunities for American manufacturers and suppliers. To aid businessmen in these areas, a trade mission will visit Belgrade and Zagreb, Yugoslavia, Mar. 21-27; Bucharest, Romania, Mar. 28-31; and Prague, Czechoslovakia, Apr. 1-3. Call James W. Goodsell, 202-967-4715, by Feb. 19. Trade Mission. Mar. 21-Apr. 3.

ITALY. Dairy & Poultry Equipment, Supplies. Italy's dairy processing industry is at a turning point. The rising economy has increased the Italian people's standard of living, causing a marked increase in demands for dairy products. To improve production capabilities and meet new consumer demands, the dairy industry must modernize its production techniques by utilizing more technologically advanced equipment. Over $22 million was invested in equipment for the industry in 1967-69.

This exhibition will be held in the agricultural pavilion of the International Milan Samples Fair. Call 202-967-4508. Milan Trade Center. Apr. 14-25.

GREECE. Tourism Industry Trade Mission. Ten U.S. companies will be represented in a mission of the latest American products in this field: catering and vending equipment; ice making and refrigeration equipment; hotel laundry and dry cleaning equipment; commercial food preparation and serving equipment; recreational equipment, and hotel planning and construction-development firms. Entry deadline is Mar. 15. Call Larry C. Cozart, 202-967-4715. Trade Mission. Apr. 18-May 1.

SCANDINAVIA. Pulp, Paper & Converting Equipment. Over 300 Scandinavian pulp and paper plants and numerous converters comprise an excellent market for the latest in U.S. machinery, controls, equipment and supplies. Swedish pulp and paper plants have been spending $200 million per year for new plants and equipment. The year 1969 witnessed new production records.

Scandinavian plants are forced by international competition to invest in modern, large-scale machinery. Sweden is undergoing modernization, capacity expansion and vertical integration of its pulp and paper industry. Call John R. Crown II, 202-967-4421. U.S. Trade Center for Scandinavia, Stockholm. Apr. 19-24.

SOUTH AMERICA. Air Conditioning & Refrigeration Trade Mission. An entry deadline of Mar. 1 has been set for a mission visiting Rio de Janeiro, Sao Paulo and Buenos Aires. Brazilian imports of this equipment are expected to increase at an annual rate of 15 to 20 percent, reaching $30 million by 1975. Argentina is considered also having a great potential market for this equipment. For information call E. J. Wason, 202-967-2005. Trade Mission. Apr. 19-30.

UNITED KINGDOM. High Performance Materials. A symposium/exhibition of materials and design applications will feature U.S. materials producers, fabricators, designers, end users, engineers and management. Sophisticated and technologically advanced products of all kinds continue to have excellent sales opportunities in the U.K. In 1967, Britain paid $77.7 million for American expertise. Exhibits will feature advanced composite materials, plastics, metals, superalloys and related fabrication equipment. Call Bill Ducker, 202-967-3848. London Trade Center. Apr. 26-30.

FRANCE. Reprographic Equipment. The use of microfilm and other advanced reprographic systems in France is expanding rapidly and total annual sales of these products are estimated at $165 million. Sales are soaring as end users begin to employ such equipment in commerce, industry and government. It is projected that the microfilm market will grow at least 20 percent a year over the next three years, and duplicating and photocopy equipment will have a combined annual growth of 15-20 percent for the same period.

France relies heavily on imports to meet demands for these products and U.S. goods are predominant. Call Donald G. Johnson, 202-967-3352. Paris Trade Center. May 3-7.

CANADA. Recreational Vehicles & Components. Vehicles included in this promotion are tent trailers, travel trailers, truck campers, motor homes and mobile homes. From May 9-16, the mission will visit Calgary, including the "Mobile Canada Show", and from May 16-21, it will be in Edmonton. Call G. Edward Borst, 202-967-4228. Trade Mission. May 9-21.

JAPAN. Automation Controls & Related Devices for Production. The U.S. exhibition in the Japan 4th Automatic Control Equipment Show is planned to capitalize on the rapidly expanding market for sophisticated automation equipment and controls. The rapid expansion of Japan's economy has resulted in increasing labor shortages and rising wages. Even large enterprises employing over 1,000 workers are affected; one-third of which report

labor shortages are affecting production.

Market research identifies the following product categories: process control computers, control instruments and valves, numerical controls, direct numerical controls and retrofit, industrial robots, servo systems and controls, fluidic systems and components. Call Robert Levine, 202-967-4705. U.S. Commercial Exhibition, 4th Automatic Control Equipment Show. Tokyo. May 14-18.

UNITED KINGDOM. Nuclear Instrumentation & Equipment. The sophisticated and advanced market for nuclear instrumentation and equipment for industrial, scientific and medical use in Britain is growing at a rate of approximately 20 percent a year.

Market research estimates an annual $15 million market in the categories of radiation measuring and controlling instruments, radiation protective devices, auxiliary equipment and materials, special equipment for reactor construction and operation, nuclear-medical equipment, equipment for commercial application of radio-isotopes, irradiation technology, analytical devices. Call Fred Tower, 202-967-5767. London Trade Center. May 17-21.

JAPAN. Materials for the Electronics Industry. The Japanese electronics industry is one of the world's most active, growing at an annual rate of 22-25 percent. In the area of sophisticated materials for the electronics industry, U.S. products account for 20-30 percent of total imports, or some $72-$100 million and the U.S. share is expected to increase steadily. In 1969 consumption reached a level of $361 million.

Total Japanese electronics production came to $6.5 billion in 1969, and should reach $9.5 billion in 1970. Call C. H. Watts, 202-967-4512. Tokyo Trade Center. May 17-22.

VENEZUELA. Agribusiness Equipment. A proposed $181.3 million program to boost Venezuela's agricultural output is opening sales prospects for the full range of American agricultural equipment including farm implements and food processing and packaging equipment.

Agricultural output in Venezuela increased 80 percent in a recent ten-year period, and through irrigation and electrification projects, large new land areas will be cultivated. American manufacturers now supply over half of Venezuela's market for agribusiness equipment—a market estimated at $60 million in 1969, and which has been growing at 15 percent annually. Call Vincent Doran, 202-967-3848. U.S. Solo Exhibition. Caracas. May 17-23.

UNITED KINGDOM. Electronic Components & Test Instruments. Sales of electronic components are increasing by 12 percent a year, three times the average manufacturing industry growth. Deliveries of components rose to $578 million in 1968, and estimates project a continuing upward trend. Good sales opportunities are projected for U.S. firms in the 22nd staging of this London exhibition.

Call Eugene Shaw, 202-967-3838. U.S. Commercial Exhibition, International London Electronic Components Show. May 18-21.

ARGENTINA, BRAZIL. EDP Equipment Trade Mission. Market research indicates that Argentina and Brazil offer American manufacturers and suppliers of EDP equipment strong sales prospects. In Argentina, where all EDP equipment is imported, the market rose from less than $4 million in 1966 to $8.2 million in 1969; a 15 percent rise per year is expected through 1975. The market for this equipment in Brazil rose to over $14 million in 1969 and should expand at an annual rate of 20 percent during the next five years. Call Richard Eisenmann, 202-967-2215. A Mar. 15 deadline for applications has been announced. Trade Mission. May 22-June 4.

FRANCE. Aerospace Equipment. Air transportation in Europe, both passenger and freight, is expanding rapidly. Ground support facilities are becoming strained to overcapacity. Many airports, modern a few years ago, are becoming obsolete. New supersonic jets and high capacity aircraft will aggravate the situation. The growth in air traffic is expected to create a strong demand for aircraft, components and support equipment.

Call Charles M. Whitley, 202-967-4961. U.S. Commercial Exhibition, Paris Air Show. Paris. May 27-June 6.

FRANCE. Industry Oriented Computers. The use of computers and related data processing equipment by manufacturing and processing industries in France is growing rapidly. French industry, aware of the need to automate, modernize and expand, is becoming one of the major users of computers in France. The industrial sector accounted for 40 percent of French computer installations in 1969.

Sales of EDP equipment in France are expected to total $418 million in 1970. U.S. sales of EDP equipment to France totaled $29.9 million in 1969 and are projected to reach $80 million by 1974. Call John Gleason, 202-967-2434. Paris Trade Center. June 7-11.

SCANDINAVIA. Packaging Machinery, Materials & Containers. The Scandinavian countries are experiencing a sharp rise in demand for convenience packaging. In 1969 imports of packaging machinery, materials and containers totaled $45.5 million for the four countries.

Practically every sector of industrial packaging is expanding, including the food, drug, detergent and wine and spirits industries. Call C. E. Walls, 202-967-4256. Stockholm Trade Center. June 7-12.

JAPAN. Chromatographic & Spectroscopic Equipment. A $40 million market in Japan for chromatographic and spectroscopic equipment is expanding 20-25 percent annually. Although Japanese manufacturers supply a large portion of domestic demands for these products, advanced U.S.-made equipment continues to grow in this highly developed and sophisticated market. Sales of U.S. equipment were estimated at $4.8 million during last year. Call John H. Reed, 202-967-5134. Tokyo Trade Center. June 7-12.

ITALY. Advanced Medical Equipment. Italy plans to spend $480 million during 1971-1975 to expand its regional hospital system by 40,000 beds. An estimated $41 million will be spent on equipment, including intensive care equipment for over 2,000 beds. Call 202-967-3968. Milan Trade Center. June 8-12.

SWITZERLAND. Environmental Pollution Control Equipment. Europe is more densely populated than the United States, and its industry has had a free hand for generations in polluting the environment. Although laws have been on the books for many years to require control of these pollution activities, it has been only recently that public consciousness is forcing governments to think seriously about enforcement.

France is pursuing control plans that will subsidize municipal water plants up to 70 percent of investment costs and industrial plants up to 50 percent. Belgium plans to spend $20 million in 1972 to protect underground and surface water. Call John Wolf, 202-967-3822, U.S. Commercial Exhibition, PROAQUA PROVITA. Basel. June 8-12.

AUSTRALIA. Quality Control & Reliability Equipment. As Australian industry expands, increased emphasis is placed on automation and quality control. Because local production is limited and unable to supply the wide range of products needed by the growing industrial complex, imports of sophisticated control, measuring and testing equipment will increase considerably in the next decade.

In the last three years U.S. manufacturers have increased their share of the non-destructive testing market from 35 percent to 50 percent.

This exhibition and combination technical conference-seminar will feature the latest U.S. dimensional, non-destructive and optical test and measurement equipment. Call Max Miles, 202-967-3865. Sydney Trade Center. June 21-25.

Sales opportunities in 18 U.S. commercial exhibitions, trade fairs, solo exhibitions and trade missions and 19 shows at the eight U.S. Trade Centers are being offered to present and potential U.S. exporters between now and Oct. 25, 1971.

Each Trade Center exhibition is limited to one particular line of products and centers are located in London, Bangkok, Milan, Frankfurt, Stockholm, Sydney, Tokyo and Paris. For further information on the Trade Center shows described or for more facts on U.S. exhibitions, **write:** *Commercial Exhibits Program, BIC-932, U.S. Department of Commerce, Washington, D.C. 20230.*

Trade missions are groups of U.S. businessmen organized to travel abroad promoting the export of U.S. goods and services made by their particular industry. **Write:** *Trade Missions Div., BIC-926, U.S. Department of Commerce, Washington, D.C. 20230.*

UNITED KINGDOM. Separation Systems Equipment for Industry. Concern over pollution has added an important impetus to the U.K.'s growing need for more advanced separation systems to handle in-factory processes. Indicative of the need, imports of filter and centrifuge equipment was 33 percent higher in 1968 than in 1965. The U.S. had 36 percent of this $15 million 1968 import market.

There is an increasing need among filter users for "packaged" filtration with instrumentation that provides a complete system for use with an industrial process. Call Gus Duda, 202-967-4462. London Trade Center. June 21-25.

GERMANY. Metallurgical Equipment & Instrumentation. Estimates place a $52 million value on the German market for metallurgical equipment and instrumentation. Germany industry's increasing emphasis on in-plant automation for production and testing has precipitated a great deal of demand for the latest, most modern process control and measuring equipment.

In addition, powder metallurgy is new in Germany and is causing much interest. The German market for metallurgical equipment and instrumentation is reported excellent for U.S. firms. Contact William Gaines, 202-967-4073. Frankfurt Trade Center. June 21-25.

UNITED KINGDOM. Printing & Bookbinding Machinery. The London International Printing Machinery Exhibition, IPEX, is one of the largest in the world for the printing industry. The last London IPEX in 1963 drew over 250,000 visitors. U.K. imports of this equipment have been rising steadily, with U.S. exports holding over 20 percent of the import market. Call Joe McNulty, 202-967-4653. U.S. Commercial Exhibition. London International Printing Machinery Exhibition. July 13-24.

JAPAN. Computer Input/Output Devices. Japan is a lucrative market for U.S. computers, related equipment and software. New market research indicates good sales prospects for cathode ray tubes (CRTs), magnetic ink character and mark readers (MICRs and MIMRs), optical character readers (OCRs), plotters, magnetic tape and disc-type cartridges.

Although Japan still maintains an import licensing system and duties ranging from 10.5 percent to 25 percent on computers and related equipment, U.S. sales continue to rise. The first nine months of 1970 show U.S. exports to Japan at nearly $110 million. Two shows are scheduled in July. Call Maurice Shea, 202-967-4511. New Merchandise Mart, Osaka, July 21-24, and Tokyo Trade Center, July 29-31.

AUSTRALIA. Exploration Geophysical Equipment. The opportunities for sales of U.S.-made exploration geophysical equipment continue to expand as the Australian mining industry experiences dynamic growth.

At present, virtually all Australian demand for geophysical equipment used in exploration work is met by imports. U.S. manufactured geophysical equipment predominates as evidenced by the 70-80 percent share of the import market American producers currently hold. Sales potential for most all types of equipment used in exploration work appear good for the next several years. Call Max Miles, 202-967-3865. Sydney Trade Center. Aug. 30-Sept. 3.

GERMANY. Plastics & Plastics Machinery. German per capita consumption of plastics—over 100 pounds annually—is the world's highest. Future growth in the use of plastics is predicated on the assumption that applications will expand rapidly into many new fields, especially, in building-construction and automobile production. Expanded use of plastics is also anticipated for interior decorating and home furnishings. Furniture is also a major user of plastics. Call George A. Kemp, 202-967-3088. U.S. Commercial Exhibition, 6th International Plastics Fair (KUNSTSOFFE '71). Duesseldorf. Sept. 16-23.

GERMANY. Automotive Testing, Repair & Maintenance Equipment. Automobile manufacturers in Germany estimate production in 1971 will reach 3.8 million units. During the first eight months, 1970 production rose to 2.45 million units, an increase of 6.8 percent over the corresponding period of 1969.

Both the Department of Commerce and the Motor and Equipment Manufacturers Association (an association of manufacturers of automotive parts and accessories) are sponsoring this event. Contact William A. Raftery, 304 W. 58th St., New York, N.Y. 10019, 212-265-4544, or call Don Schmadel, 202-967-4601, Dept. of Commerce, BIC-938, Washington, D.C. 20230. U.S. Commercial Exhibition, Frankfurt Auto Show. Frankfurt. Sept. 16-26.

FRANCE. Industrial & Commercial Security Equipment. The French businessman is becoming increasingly aware of his need for effective protection against losses incurred by fire and theft. Many French industrial plants, banks, and commercial establishments have inadequate safeguards, or none at all. An important, expanding marketing opportunity exists for American manufacturers of alarm systems, fire detection and extinguishing equipment, parking lot security equipment, personnel identification systems, security cameras, electronic locking systems, pilferage prevention devices, check protection systems, document destruction equipment, and ancillary products.

This event is being scheduled concurrently and promoted in cooperation with EUROPROTECTION, a major European exhibition of industrial security and safety equipment held biennially in Paris. Call Bruce Strong, 202-967-2835. Paris Trade Center. Sept. 27-Oct. 1.

JAPAN. Electronics Production Equipment, Components & Test, Measuring Instruments. Japan's production of all electronics products is expected to top $9 billion during 1970, of which the production of industrial electronic products is estimated at $2.5 billion, a 25 percent increase over 1969. Imports from the U.S. of electronics products in 1969 were valued at $274.8 million, a 40 percent rise over 1968. Call William Dawson, 202-967-5682. U.S. Commercial Exhibition, Japan Electronics Show. Osaka. Oct. 1-7.

GERMANY. Industrial Assembly Equipment. The field of assembly fastening and techniques in Germany is still in the early stages of development. There are numerous ways to cut costs that have not yet been exploited. German manufacturers continue to look to the U.S. for new techniques in the field of special fasteners. American licensing agreements as well as agency representation are readily accepted. An estimate of the demand in Germany for industrial assembly equipment is between 10-15 percent of the demand in the United States. Contact Don Schmadel, 202-967-4601. Frankfurt Trade Center. Oct. 11-15.

GERMANY. Industrial Automation & Instrumentation Equipment. Europe's demands for measuring and control equipment are valued at approximately $4.5 billion. Growing consumer and industrial demands have increasingly strained European production capabilities and this demand plus new technological specifications have combined to produce a new high demand for automatic process control equipment.

Germany, the largest single country market in Europe, is estimated to have a market for measuring and control equipment valued at $1 billion. This market is growing at the rate of 15-20 percent annually. Call John F. Whiteley, 202-967-2425. U.S. Commercial Exhibition, INTERKAMA '71. Duesseldorf. Oct. 14-20.

JAPAN. Aircraft, Instrumentation & Ground Support Equipment. The aircraft industry in Japan is experiencing a dynamic revival. Imports of aircraft engines, navigation and ground electronics navigation aids, and aircraft and ground support equipment are very strong, supplying more than half of Japan's demand. The technological level of Japanese-produced engines and certain instrumentation is still below that of U.S. and some foreign producers and therefore, import demand is expected to remain high. Contact Henry Watts, 202-967-4512. Tokyo Trade Center. Oct. 25-30.

Space Fully Booked

The following exhibitions and trade missions, in which all exhibit space has been reserved, are still open for visits by interested industry representatives. U.S. firms with sales representatives in the exhibitions' or missions' market areas and exhibitors may wish to ask local businessmen to visit them.

Computer Display Equipment, Frankfurt Trade Center, Feb. 15-19; Electromechanical Precision Parts, Milan Trade Center, Feb. 16-20; Training Aids for Business & Industry, London Trade Center, Feb. 22-26; Shipbuilding & Marine Equipment, Tokyo Trade Center, Feb. 22-27; Electronic Components, Scandinavian Trade Center, Feb. 22-27.

Metal Finishing & Surface Treatment Equipment, Milan Trade Center, Mar. 8-13; Analog & Digital Measuring, Recording Instruments, Frankfurt Trade Center, Mar. 15-19; Graphic Arts Equipment, Sydney Trade Center, Mar. 22-26; EDP Equipment, Stockholm Trade Center, Mar. 22-27; Heating, Refrigeration & Air Conditioning Equipment, Tokyo Trade Center, Mar. 22-27; Automotive Diagnostic & Service Equipment, Paris Trade Center, Mar. 29-Apr. 2; Chemical Processing Equipment & Industrial Process Controls, U.S. Commercial Exhibition, Salon International De La Chimie, Paris, Apr. 19-25; Production Equipment for the Electronics Industry, Frankfurt Trade Center, May 10-14.

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) manual.

Background information on opportunities abroad and also assistance on overseas investments are available from the Office of International Investment, U.S. Department of Commerce, BIC-878, Washington, D.C. 20230. "P" numbers should be used when responding to specific proposals.

For additional information on opportunities to manufacture foreign firms' products in the U.S., described under "Licensing In U.S.," write Commerce's Office of International Investment, BIC-874, or call 202-967-2248, referring to the File Number assigned each opportunity.

WTD indicates that a World Trade Directory Report containing financial and background information on the foreign firm is available for $2 from the Department of Commerce, BIC-924, Washington, D.C. 20230, or from any Commerce Field Office.

Licensing, Investment Abroad

2292 — JAMAICA — Manager-investor sought to reorganize bankrupt former manufacturer of **embroidered lace.** Between $20,000 and $25,000 required to acquire management. Jamaican Industrial Development Corp. can provide 75 trained lace workers, machinery and a mechanic. Trevor Clarke, Jamaican Industrial Development Corp., 4 Winchester Rd., Kingston 10, Jamaica. P-71023

2569 — SWITZERLAND — Cross licensing agreement with U.S. manufacturers of **advanced fire fighting and detection equipment.** Also interested in making apparatus and products for use in hazardous environment. Maintains close ties with sister companies in other European countries and French-speaking Africa. Frederic Rochat, Pres., SICLI, Materiel Incendie SA, 45 rte. des Acacias, 1211 Geneva 26. WTD. P-71022

2821—MEXICO—Manufacturing rights and technology to make **phenol-formaldehyde resins** used in manufacture of filter paper for motor vehicle oil filters. License sought by Mexican engineering firm on behalf of filter manufacturer not currently making resins. Plans call for production of 150 tons of resins a month. Javier Rodarte, Desarrollo Industrial y Mercadotecnia, S. A. (DIMSA), Apartado Postal 1481, Monterrey, N. L., Mexico. Filter manufacturer is Gonher de Mexico S. A., F. U. Gomez 155 Sur, Monterrey, N. L. WTD in prep. for both firms. P-71021

3010—YUGOSLAVIA—Joint venture to produce **radial ply truck and passenger tires.** Also seeks to expand line of **industrial rubber products** which includes conveyor belts and tubing. Yugoslav company employs over 2,500, is a leading tire producer. Claims domestic market for radial ply tires growing rapidly. No present local production. Investment Dir., "Sava" Industrija Gumijevih Usnjenih In Kemicnih Izdelkov, Kranj, Yugoslavia. WTD. P-71037

3532—SCOTLAND—Large manufacturer of **coal mining machinery, conveyors and switchgear** seeks licenses to make equipment compatible to present product line. Established in 1904, firm employs about 4,500. W. G. P. Fraser, Dir., Anderson Mavor Ltd., P.O. Box 9, Motherwell, Lanarkshire. WTD. P-71025

3548—UNITED KINGDOM—Produce under license **mechanical equipment used in the basic steel industries.** Currently, firm makes continuous casting machinery for non-ferrous metals and automatic stackers for non-ferrous ingots. It has facilities for fabricating stainless steel, nickel chrome, titanium and other metals. A. G. Morrison, Man. Dir., Morward Manufacturing Co. Ltd., Morward Works, Gorseinon Rd., Penllergaer, Gorseinon, Swansea, Glamorgan, S. Wales. WTD. P-71028

3552—ENGLAND—Manufacturing rights for **textile machinery accessories.** Currently, firm produces textile inspection equipment, medical instruments and hospital tables. Founded 1908; employs about 50. P. W. Barnett, Man. Dir., H. Upchurch & Co. Ltd., Abbey Gate, Leicester, LE 4 OAA. WTD. P-71030

3562—ENGLAND—Licenses to produce **non-precision gravity bearings, roller conveyors and similar products.** Firm currently makes bearings, roller conveyors and fasteners. Was established in 1866; has approximately 80 employees. Mr. B. Millard, Man. Dir., The H. D. Jackson Co. Ltd., Summit Works, Hospital St., Walsall, Staffordshire. WTD. P-71024

3564—ENGLAND—Licenses to manufacture **dust-control equipment** ranging from small fabric filters to large wet collector units. Firm currently makes dust control apparatus; also distributes heating and ventilating equipment. Employs about 60. Alan S. Fox, Dir., Casburt Ltd., Weston Coyney Rd., Longton, Stoke-on-Trent, Staffordshire. WTD. P-71026

3679—FRANCE—Established manufacturer of **switches for electronic applications** interested in securing American licensing rights for these products. Founded 1931, firm employs 27 and one salesman. G. Becuwe & Fils, 9 rue Guynemer, 94-Vincennes, France. WTD. P-71029

3692—MADAGASCAR—Malagasy Government seeks investors to build **dry cell battery plant.** Estimated annual production to approximate 5 million 1.5 volt round units, 4 million 4.5 volt flat units and 1.5 million, small, less than 1 volt units. Government prepared to negotiate tariff protection, tax holidays and other incentives with potential investor. Interested firms should cable statements of interest to Malagasy Bureau de Developpement et de Promotion Industriels (BDPI), BURDEVI, Tananarive. P-71038

3729—SWITZERLAND—Highly capable and reputable Swiss aircraft manufacturer seeks manufacturing licenses from U.S. firms in the following fields: **light aircraft parts and accessories; airport ground equipment; shipping containers, air conditioning equipment, and general industrial machinery.** Firm has well-equipped facilities, employs about 800 and has ample financial base. Its manufacturing program includes aircraft of STOL and military design. Mr. Ittmann, Man., PILATUS Aircraft, Ltd., 6370 Stans, Switzerland. WTD. P-71032

3949, 3821—ENGLAND—Firm seeks licensing arrangements to manufacture machined **components, cocks, valves, level gages,** used in petrochemical, public utilities, shipbuilding and automotive industries. Currently manufactures sheet jointings, cut gaskets, polytetrafluoreothylene sheets, cocks, valves and level gages. D. J. Macaulay, Man., Export Sales Office, Richard Klinger Ltd., Linger it Works, Sidcup, Kent. WTD. P-71027

7011—MEXICO—Investors and developers sought for **resort development** at Cancun on the eastern coast of the Yucatan Peninsula. Site is an island 8 miles long with 12 miles of sandy beach located 450 miles from Miami and 557 miles from New Orleans. Plans, under direction of the Bank of Mexico, call for the expenditure of $55 million for infrastructure. An international airport is scheduled to be constructed within three years. Private groups are expected to develop hotels, condominiums, villas and such facilities as golf courses, marinas, etc. costing another $20 million. The Mexican Government is very interested in additional private investment, foreign as well as domestic, to establish tourism facilities in the area. Write: Economic Section, American Embassy, Danubio and Paseo de la Reforma, 305, Colonia Cuauhtemoc, Mexico City. P-71031

Zambian Housing Authority Seeks Joint Systems Venture

The National Housing Authority (NHA), an agency of the Zambian Government which expects to be in full operation by Mar. 1, is seeking ties with a U.S. organization capable of establishing systems building in Zambia. The NHA projects a need for 240,000 housing units in the country over the next five years.

It will be necessary to construct a factory (or factories) in Zambia to produce the units with basic raw materials used in the systems being obtained from the locality of the proposed factory. The systems must be flexible and capable of producing low-cost, low-rise housing units as well as high-rise units, schools, clinics, and other structures. The factory should be designed to produce at least 5,000 units per year.

The Authority can guarantee a program of at least 6,000 to 7,000 units per

year at an estimated cost of approximately $1,600 per unit, excluding site costs. Only a joint venture, on terms they are willing to negotiate, will be considered by the NHA. They could agree to a management contract, in which case a training arrangement would be essential.

Interested U.S. firms should submit detailed proposals containing information on factory costs, design, operation and training program to J. D. Richardson, Chief Executive Designate, P.O. Box RW 74, Lusaka, Zambia.

Richardon plans to be in Canada in late February and early March 1971 and would welcome an opportunity to meet with U.S. firms at that time. He would appreciate early indications of interest in order not to lose the momentum generated within the Government of Zambia.

Licensing In U.S.

2099 — SWITZERLAND — Easy-to-mix powders for making ice cream and other desserts. File 1873-R

2542—GERMANY—Display racks, fixtures and other visual merchandising schemes for retail stores. **File 1990**

3452—GERMANY—Safety nuts and bolts for automobile manufacturers, and the aircraft and space industries. **File 1991**

3535—GERMANY—Industrial pneumatic bulk conveyor systems with hoppers, silos and pipe networks. **File 1992**

3589 — FRANCE — Fully automatic **car washing machine.** Consists mainly of three brushes and a dryer unit. Of special interest to small garages for which the usual systems are too large. **File 1817-R**

3821—SWITZERLAND — Measuring device for use with machine tools. Automatically measures and numerically displays within tolerances of 1/100 millimeters. **File 1993**

3952 — SWITZERLAND — Patented **grid table** used in teaching children and adults to draw proportionally and for map making and reading. **File 1994**

Haifa Asks Tenders On Reclamation And Development Project

The Israeli city of Haifa invites tenders for the reclamation and development of offshore land. Bids are to be submitted to the City Engineer, Haifa, no later than noon, July 1. Bidders must post a bank guarantee of bona fides in the amount of 250,000 Israeli lira (about $71,200). Tender documents can be obtained for $14.30 from the Commercial Attache, Embassy of Israel, 1621 22nd St., NW., Washington, D.C. 20008.

Available details of the project are:

- All costs such as surveys, hydrological research, reclamation, and development must be borne by the bidder. Costs of reclamation are estimated $20 million.
- One million square meters of land will be included. The bid can be in terms of an initial phase of 600,000 square meters.
- The area to be reclaimed lies off the west coast of Haifa peninsula between Bet Shikmona and Bat Galim.
- The bidder will be given a 99-year lease to develop and exploit 60 percent of the reclaimed land, at his own expense. The remaining 40 percent will be set aside for public use (streets, parks, public buildings), to be developed at city expense.
- Some preliminary hydrological survey work has been done, but is probably outdated. The survey can be consulted by arrangement with the municipality.

AMA Seminar To Discuss Thai Investment Opportunities

The American Management Association has announced an investment seminar on Thailand to be held in Bangkok. "Thailand in the 1970's: Private and Public Sector Opportunities" will be conducted at the Sheraton-Bangkok Mar. 1-5.

Write M. Z. Khaiser, Dir., International Development, AMA, 135 W. 50th St., New York N.Y. 10020.

Foreign Trade Opportunities

These trade opportunities are based on reports received from the U.S. Foreign Service by the International Liaison and Trade Opportunities Staff and other units of the Bureau of Domestic Commerce (BDC), U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms are interested are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1967 Census of Manufacturers, used extensively by Government and industry.

U.S. firms should also be aware that the listing in Commerce Today *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only firms or individuals with good reputations. However, the Department cannot be responsible for any trade relations.

The mark (•) indicates that this trade opportunity is a request for bids by a foreign government agency. A (★) at the end means that additional information may be borrowed by U.S. firms from the individual division of BDC. To avoid delays, requests for loan material should specify the country, commodity and foreign government agency.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the U.S. Department of Commerce, BIC-924, Washington, D.C. 20230 or from any Commerce Field Office.

Direct Sales

Specific foreign firms have expressed interest in direct purchases of the products below. See also the "Agencies" listing.

Field crop farms

01130—JAMAICA—Red kidney beans; quantity: 1,000 tons; quotation: c.i.f./ Kingston; delivery in 100 lb. bags. The Agricultural Marketing Corp.; Attn: I. E. Robertson (importer, dist.), 188 Spanish Town Rd., Kingston 11. WTD in prep.

Fruit, tree nut, vegetable farms

01220—HONDURAS—Apples, grapes in crates. J. J. Siwady (importer, retailer), 3a. Ave. S. O. No. 44, San Pedro Sula. WTD in prep.

Miscellaneous agriculture

01990—JAMAICA — Onions; quantity: 5,000 bags on weekly basis; delivery in 60 lb. bags; quotation: c.i.f. Kingston. The Agricultural Marketing Corp.; Attn: I. E. Robertson (importer, dist., retailer), 188 Spanish Town Rd., Kingston 11. WTD in prep.

Meat products

20118—HONDURAS—Sausage, luncheon meats, other types of canned meats. J. J. Siwady (importer, retailer), 3a. Ave. S. O., No. 44, San Pedro Sula. WTD in prep.

Canning, preserving foods

20334 — HONDURAS — Canned fruit juices, nectars, concentrates. J. J. Si-

wady (importer, retailer), 3a. Ave. S. O. No. 44, San Pedro Sula. WTD in prep.

20336 — HONDURAS — Catsup, other tomato sauces, pastes. J. J. Siwady (importer, retailer), 3a. Ave. S. O. No. 44, San Pedro Sula. WTD in prep.

20338—HONDURAS—Jams, jellies, preserves. J. J. Siwady (importer, retailer), 3a. Ave. S. O. No. 44, San Pedro Sula. WTD in prep.

20342—HONDURAS—Soup mixes; dried, dehydrated, freeze dried. J. J. Siwady (importer, retailer), 3a. Ave. S. O. No. 44, San Pedro Sula. WTD in prep.

20354—HONDURAS — Salad dressings, mayonnaise, sandwich spread with salad dressing base. J. J. Siwady (importer, retailer), 3a. Ave. S. O. No. 44, San Pedro Sula. WTD in prep.

Bakery products

20521—HONDURAS—Biscuits, crackers, cookies, pretzels. J. J. Siwady (importer, retailer), 3a. Ave. S. O. No. 44, San Pedro Sula. WTD in prep.

Confectionery

20722—HONDURAS—Chocolate, sugar candies. J. J. Siwady (importer, retailer), 3a. Ave. S. O. No. 44, San Pedro Sula. WTD in prep.

Beverage industries

20874—JAPAN—Butter crunch for ice cream. Royal Foods Corp. (dist., mfr.), 603 Naka, Fukuoka City 816. WTD in prep.

Food preparations

20994—HONDURAS — Baking powder, yeasts. J. J. Siwady (importer, retailer), 3a. Ave. S. O. No. 44, San Pedro Sula. WTD in prep.

Knitting mills, products

22522—ISRAEL—Men's battery heated stockings. L. Ben David & Co., Ltd. (importer, agent), White House, Allenby Rd., 123, Rms 30-31, P.O. Box 2566, Tel Aviv. WTD in prep.

Textile goods

22940—GERMANY—Wiping rags, disposable, wholesale quantities. Offers c.i.f. German seaport preferred. Karl Gross, Attn: Artur Martens (importer, dist., exporter), Dockdeich 6, P.O. Box 57, 288 Brake (Unterw.). WTD in prep.

Men's, boys' furnishings

23292—ISRAEL—Men's battery-heated vests. L. Ben David & Co. Ltd. (importer, agent), White House, Allenby Rd. 123, Rms. 30-31, P.O. Box 2566, Tel Aviv. WTD in prep.

Household furniture

25112—NETHERLANDS — Modern wood furniture. Exclusive sales rep. for Benelux countries. Gebr. Jonkers C.V. (importer, dist., mfr.), 1 Industriestraat or P.O. Box 9, Noordwolde (Fr.). WTD in prep.

25143—NETHERLANDS—Modern metal furniture. Exclusive rep. for Benelux countries. Gebr. Jonkers C.V. (importer, dist., mfr.), 1 Industriestraat or P.O. Box 9, Noordwolde (Fr.). WTD in prep.

25190—NETHERLANDS—Rattan furniture. Exclusive sales rep. for Benelux countries. Gebr. Jonkers C.V. (importer, dist., mfr.), 1 Industriestraat or P.O. Box 9, Noordwolde (Fr.). WTD in prep.

Furniture, fixtures

25990—SOUTH AFRICA—Large quantities of hospital tracks (cubicle tracks). National Venetian Blind Co. (Pty.) Ltd., Attn: B. Koseff (importer), P.O. Box 2701, Johannesburg. WTD 1/71.

Converted paper, products

26432—JAMAICA—Mila-laminate bags suitable for boil-in-the-bag purposes; quantity required: 1,500,000; specification: 5½" x 9"; quotation: c.i.f. Kingston; also mila-laminate bags suitable for boil-in-the-bag purposes; quantity: 250,000; specification: 7½" x 13" with ¼" seal border; quotation: c.i.f. Kingston. Jamaica Frozen Foods Ltd.; Attn: W. Franklin, 4 Fourth Ave., P.O. Box 62, Kingston 13. WTD in prep.

26472—FRANCE — Disposable sheets, pillowcases (paper, nonwoven fabrics); disposable surgical fabrics, surgery clothes. Descriptive literature, price lists requested. Correspond in French. Segovia, Albin de (importer, dist.), 16 cours de l'Yser, 33 Bordeaux. WTD 1/71.

Industrial chemicals

● **28100—CEYLON**—Soda ash, light 95/100%, 10 metric tons. Optical whitening agent, suitable for cotton, e.g.: Uvitex, Blankaphor etc., 10 cwts. Desizing agent, enzyme type, for use in the removal of size from cotton textiles prior to kier boiling, e.g. Biolase etc., 2 tons. Starch, suitable for finishing cotton textiles, with a fluidity of 70/75, the starch should be thin and not thick when prepared, e.g. Penetrose, Special Starch "Too", 20 tons. Kier boiling auxiliary, non-ionic and/or anionic, for use in Kier boiling of grey cotton goods, e.g. Kierlon B and Lissapol D, 1 ton. Synthetic resin, finishing agent, compatible with starch in the finishing of cotton textiles, e.g. Calatac VB, Appretan EM, etc. 10 cwts. Tender No. COM/TEN/71/1. Two sealed samples of each of the above chemicals and all necessary literature must also be sent to reach the tender board on or before March 14. Tenders should be in duplicate and sent under registered cover marked "TENDER FOR CHEMICALS" to Chairman, Tender Board, Dept. of Small Industries, Hemas Bldg., Colombo 1. Chemicals Div., BDC-665, Dept. of Commerce, Washington, D.C. 20230 (202-967-3468). Specifications are also available from the Embassy of Ceylon, 2148 Wyoming Avenue, NW., Washington, D.C. 20008 (202-483-4025). A review copy will also be available at the Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

28163—ITALY—Natural, synthetic pearl essence pigments, raw materials for cosmetic, perfumere industry. Franco Rol (importer, dist., agent), Corso Generale Govone 10, Turin 10129. WTD 12/70.

28180 — ITALY — Chemicals for paper, tanning, textile industries. Franco Rol (importer, dist., agent), Corso Generale Govone 10, Turin 10129. WTD 12/70.

Drugs

28331—ITALY—Synthetic camphor; not turning yellow at 170/180 degrees C., for celluloid industry. Franco Rol (importer, dist., agent), Corso Generale Govone 10, Turin 10129. WTD 12/70.

Soap, detergents, cleaning preparations, perfumes, cosmetics

28423 — HONDURAS — Liquid bleaches, other cleansers, pine oil, toilet deodorants. J. J. Siwady (importer, retailer), 3a. Ave. S. O. No. 44, San Pedro Sula. WTD in prep.

Agricultural chemicals

28790—JAMAICA—Fungicide to prevent rotting of yams. Must meet U.S. Dept. of Agriculture standards. The Agricultural Marketing Corp.; Attn: I. E. Robertson (importer, dist., exporter), 188 Spanish Town Rd., Kingston 11. WTD in prep.

Chemical products

28993—JAPAN—Peppermint oil, essential, for ice cream. Royal Foods Corp. (dist., mfr.), 603 Naka, Fukuoka City 816. WTD in prep.

Fabricated rubber products

30697 — PHILIPPINES — Laboratory, medical sundries. Marsman & Co., Inc. (importer, dist., mfr.), Mary E. Marsman Bldg., Buendia Ave., Makati, Rizal. WTD 5/70.

Footwear, except rubber

31417—FRANCE—Footwear; primarily athletic shoes such as tennis shoes, basketball shoes, bowling shoes (men's, women's). Price lists, descriptive literature requested. Recalt P. (Etablissements) (dist., mfr.), 11 rue de Navarre, 64 Mauleon. WTD 1/71.

Steel mill products

● **33100—GERMANY**—Pig iron, 500 metric tons per mo. hematitic pig iron, ASTM designation A43-67, LP 15 or LPi 13 with 0.04 sulfur. Send c.i.f. quotations to N. German Port. Hoesch Rothe Erde-Schmiedag AG, 5-11 Tremoniastrasse, Dortmund. Telex 0822245 Ere D. Attn: G. M. Boos.

● **33100—IRAN**—102 items various sizes of steel strip, galvanized sheets, black sheets, round bars, angles, Tee sections and seamless tubes. Bid deadline Feb. 24; Tender No. 1118, 1116, 1115, 1120, 1130, 1121/49. Ministry of Roads, Iranian State Railways. Copies of tender documents available from Iranian Economic Mission, 5530 Wisconsin Ave. NW., Washington D.C. 20015.

33168—PORTUGAL—Round steel bars, FS-1117 7, 9 millimeters diameter, 4 meters long, specification QQ-S-633; round steel bars, FS-1020 or FS-1018 3,988 millimeters diameter, and 4 meters long, specification QQ-S-633. Fundicoes de Oeiras- Fundicao e Construcao Mecanicas, SARL (mfr.), Apartado 2711, Lisbon 2. WTD in prep.

Rolling, drawing, extruding of nonferrous metals

33512 — PORTUGAL — Seamless brass tube, extruded MS 58 F 44 according to specifications DIN 17660 and 17671. Fundicao de Oeiras-Fundicao e Construcao Mecanicas, SARL. (importer), Apartado 2711, Lisbon 2. WTD in prep.

33578—BELGIUM—Cable; power, high, low voltage. Direct purchase and agency. Andre Deligne S.A. (importer, agent), 48-52 Rue de Cartier, 6030 Marchienne-au-Pont. WTD 1/71.

Fabricated structural metal products

34421 — NETHERLANDS — Industrial overhead doors, marine doors. Exclusive reps. for Common Market countries re-

quested, perhaps license arrangements. Machinefabriek Oldenzaal N.V., Attn: J. Brands, Sales Mgr. (dist., mfr.), 65 Eekboerstraat, Oldenzaal. WTD in prep.

Screw machine products

34521—NETHERLANDS—Standard and special fasteners with both American, metric thread standards, such as machine screws and nuts, sems machine screws, thread-cutting screws, socket head cap screws, socket set screws, rivets, cold formed specialties. Direct purchase or exclusive representations for Benelux countries, Germany. Handelsonderneming Suilen (importer, dist., agent), 65 Kernkampplantsoen, Utrecht. WTD in prep.

Engines, turbines

● **35100—AUSTRALIA**—Supply 500 MW turbo generator and associated plant for Melbourne Metropolitan Power Station. Specifications No. 7½, contract conditions B.7; bid deadline Apr. 5. Specifications available for approximately U.S. $8.96 for air parcel post. One copy of specifications available for review from the Dept. of Commerce, BDC, Rm. 5886C, Washington, D.C. 20230.

Farm machinery

35220 — LEBANON — Reconditioned, rebuilt, used agricultural equipment mainly tractors of internationally-known brands. Phoenicia Contracting Engineering & Trading Co., S.A.L. (importer, retailer, general building contractors, civil engineering services), Sabbah Bldg., Mamary St., P.O. Box 4532, Beirut. WTD 3/70.

Construction, mining, materials handling machinery, equipment

● **35300 — PHILIPPINES** — Mining machinery including equipment for construction of copper concentration plant. Write: Pentagon Mines, Inc., 6th Fl., RMC Bldg., Roxas Blvd., Manila. Attn: Wenceslao Vinzons, Jr. WTD in prep.

35310—LEBANON—Reconditioned, rebuilt, used construction, building equipment of internationally-known brands. Phoenicia Contracting Engineering & Trading Co., S.A.L. (importer, retailer, general building contractors, civil engineering services), Sabbah Bldg., Mamary St., P.O. Box 4532, Beirut. WTD 3/70.

35319 — FRANCE — Dredging-machines, cleaners, cutters for construction, maintenance of road ditches. Descriptive literature, price list requested. Quitte Roger (Ets.) (importer, dist., agent), 360 Ave. de Paris, 79, Niort. WTD 1/71.

35340—KOREA—Automobile lifts; 20 complete sets, rotary type, 16-18 ft. width, lifting up 50, 100, 150, 200 ft. Requests catalogs, quotations. Direct purchase & agency. Chunil United Trading Co. (importer, dist., agent), I.P.O. Box 1754, Seoul. WTD 11/70.

35361—PORTUGAL—Hoists. F. Ramada —Acos e Industrias S.A.R.L. (mfr.), Ovar. WTD in prep.

Metalworking machinery

35420—PHILIPPINES—Medium size machine for manufacturing fishing hooks. The Thocaris Co. (financing), Rm. 605, Trinity Bldg., Ermita, Manila. WTD in prep.

35453 — GERMANY — Hydraulic chuck holding devices, elements. Direct purchase & agency. A. Roemhold KG (mfr.), 6312 Laubach, Postfach 8. WTD 1/71.

35482—ISRAEL—Centerless grinder, 35 to 40 hp. Adler & Stern Ltd. (importer, dist.), 43 Jaffa Rd., P.O. Box 1539, Haifa. WTD 11/69.

Special industry machinery

35512 — JAMAICA — Second-hand fresh fish processing machinery; quotation c.i.f. Kingston. Jamaica Frozen Foods Ltd.; Attn: W. Franklin (importer, mfr.), 4 Fourth Ave., P.O. Box 62, Kingston 13. WTD in prep.

35540—EL SALVADOR—One new paperboard converting machine for making paperboard, or carton, forks and spoons, of smallest production capacity possible. Adolfo Salume, Salume & Co. (importer, dist., agent), Apartado Postal 1210, San Salvador. WTD 8/70.

35590—PAKISTAN—Machinery to make fibre drums, ranging from 5 I.G. capacity to 25 I.G. capacity. Requests catalogs, quotations, c. & f., Karachi. United Container Industries Ltd. (importer), P.O. Box 5143, C-7/A South Ave., S.I.T.E. WTD in prep.

35594—COLOMBIA—Tire recapping, repairing machinery, equipment. Requests catalogs, price lists. Byfield & Cia. Ltda. (retailer, tire recapping), Carrera 43 No. 14-49—Apartado Aereo 4637 Bogota. WTD 1/71.

General industrial machinery

● **35600—SOUTH AFRICA**—Two 150-ton basic oxygen furnaces; Tender No. V195; bid deadline Mar. 1. Four billet/bloom reheating furnaces; Tender No. 8; bid deadline Mar. 1. The Head, Capital Buying, South African Iron & Steel Industrial Corp., P.O. Box 450, Pretoria, Transvaal. Tender copies available from the above address for a deposit of $210 for Tender No. V195, and $140 for Tender No. 8. Deposits will be refunded only on receipt of a bona fide order.

35642 — GERMANY — Air purification equipment. Prices c.i.f. European ports. Gesellschaft fuer Geraetebau mbH & Co. KG (importer, mfr.), 267-273 Westfalendamm, 46 Dortmund. WTD 11/70.

35642—SWEDEN—Exhaust cleaners, automotive. Akustikprodukter AB (importer), Atterbomsvagen 50, S-112 57 Stockholm. WTD 12/70.

Office, computing, accounting machines

● **35700—BOLIVIA**—Bid deadline for the supply and installation of a complete data processing system has been extended to Mar. 8. (See *Commerce Today*, Dec. 14, 1970, p. 65.) Original specifications called for one machine to perform all operations. Specifications have now been modified allowing bids to include different machines for each operation. Single manufacturer is preferred. IDB financing; Tender No. 6-70 ATP/SF-820-BO. Terms and specifications in Spanish available from Empresa Nacional de Telecomunicaciones (National Telecommunications Enterprise), "Entel", Avenida 20 de Octubre Edif. "Conavi", La Paz.

● **35700—IRAN**—Supply of six weighbridges for weighing railway wagons; completely automatic operation; overall capacity 120 tons; sensitivity one kg. Tender No. 1919/40; bid deadline Mar. 3. Invited by Iranian State Railways, Tehran, Iran. Terms and specifications available on loan from the Scientific & Business Equip. Div., BDC-653, Dept. of Commerce, Washington, D.C. 20230 ★(202-967-2939).

35791—IRAN—Mailing equip., envelope sorter, etc. Iran Cerberus Co., (imp.), 593 Takhte-Jamshid Ave., Tehran. WTD 4/69.

Service industry machines

35892—GERMANY — Water purification equipment. Prices c.i.f. European ports. Gesellschaft fuer Geraetebau mbH & Co. KG. (importer, mfr.), 267-273 Westfalendamm, 46 Dortmund. WTD 11/70.

Electric transmission, distribution equipment

● **36100—BRAZIL**—Centrais Electricar de Sao Paulo, CESP, published tender covering HV equipment: circuit breakers, switches, transformers, lightning rods, and control units, for ILHA Solteira Transmission Line. Bid deadline Mar. 30. Financing through IDB and World Bank. Tender documents and specifications available CESP, Av. Paulista 2064, 6th Floor, Sao Paulo, at cost of cruzeiros 2,500 (U.S.$1=$4.95 cruzeiros).

● **36100—TRINIDAD & TOBAGO**—Supply 5000 flat cross arm braces; 12,55 KV isolating switches; 3,000 lbs. aluminum tie wire; 33 KV underground cable accessories; rubber gloves for electrical use; 3,000 100-amp 115V single-phase 2-wire socket meters; and 50 automatic oil fuse switches and 60 non-automatic oil switches. Tender Nos. 2134, 2135, 2136, 2137, 2138, 2139, and 2140 respectively. Bid deadline Mar. 5. Specifications available at the Dept. of Commerce, Power Equipment Program, Rm. 5886C, Washington, D.C. 20230 (202-967-4188).

36122—BELGIUM—Transformers, industrial power, distribution. Direct purchase & agency. Andre Deligne S.A. (importer, agent), 48-52 Rue de Cartier, 6030 Marchienne-au-Pont. WTD 1/71.

36131—BELGIUM—Switches, power circuit breakers; high and low tension; also disconnecting switches. Direct purchase & agency. Andre Deligne S.A. (importer, agent), 48-52 Rue de Cartier, 6030 Marchienne-au-Pont. WTD 1/71.

Electrical industrial apparatus

● **36200 — CHILE** — Supply four diesel generator sets 50 cycle, .8PF, 1 each 240 KW, 3 each 40KW; 2 gasoline generator sets 50 cycle, .8PF, 40 KW. Bidders must be legally represented in Chile. Payment under IBRD credit. Bid deadline Mar. 3; bids and correspondence preferred in Spanish. Specification No. 06-8 in Spanish available from Empresa Nacional de Electricidad "Endesa" S.A., calle Santa Rose No. 65, Piso 12, Santiago. One copy of specifications in Spanish available for reference only at Dept. of Commerce, BDC, Rm. 5886C, Washington, D.C. 20230 (202-967-4188).

Household appliances

36360—PERU—Industrial cutting, sewing, folding, turning and stamping machinery for cotton flour bag factory capable of producing 3200 bags per hr. Firm wishes offers on all machinery needed for complete flour bag factory. Company capable of designing plant and machinery layout but not familiar with all machinery needed for complete operation. Wishes immediate delivery. Illustrations of manufacturing operations to be performed available from Trade Opp. Staff, BDC-541, Rm. 1107, Dept. of Commerce, Wash-

ington, D.C. 20230. Correspondence requested in Spanish. Fabrica de Tejidos de Ica S. A. (mfr.), Hans Braunwalder R., Bolivar 942, Casilla No. 15, Ica. WTD 2/70.

Radio, television receiving sets

36520—SWITZERLAND—Cassette tapes, Philips type or equal; 60, 90, 120 min. running time, blank or pre-recorded. Cida Electra SA (dist.), Ave. Ruchonnet 2, 1000 Lausanne. WTD in prep.

Communications equipment

● 36600—AUSTRALIA—Supply an experimental picture-phone system, comprising of 15-25 picture-phone terminal sets, telephone and power units, line transmission equipment and two exchanges. Tender No. C. 6483; bid deadline Apr. 15. Copy of tender and specifications available from the Postmaster-General's Dept., 199 William St., Melbourne 3000, Victoria, or on short-term loan to firms located in the U.S. from the Communications-Electronics Div., BDC-643, Rm. 4209, Dept. of Commerce, Washington, D.C. 20230 ★(202-967-4823).

● 36600—EAST AFRICA—The East African Posts and Telecommunications Corp. will shortly be calling for world wide tenders for the supply of multiplex equipment required for microwave links. Tender documents will only be issued by the Corporation's London Agents, The Crown Agents for Overseas Governments and Administrations, 4 Millbank, London, S.W.1, England, to firms registered with them as supplier of multiplex equipment. Reference number for this tender is E 2Y/EAPT(WB)0/49792.

● 36600 — UAR (EGYPT) — Supply of AM radio telephone transmitting and receiving equipment, a non-directional radio beacon, independent sideband transmitters and receivers, V.H.F. transmitter and receiver, and automatic error correction and test equipment. Bid deadline Mar. 1. Copy of tender and specification available from Ministry of Transport & Civil Aviation 31, 26th July St., Cairo, or on short-term loan to firms located in the U.S. from the Communications-Electronics Div., BDC-643, Rm. 4209, Dept. of Commerce, Washington, D.C. 20230 ★(202-967-4823).

36625—SOUTH AFRICA—Radar transponder beacons for use in lighthouses. Specialized Electronics Systems (Pty.) Ltd., Attn: Mr. German (importer), P.O. Box 1069, Pretoria, Transvaal. WTD 1/70.

Electronic components, accessories

36740—PORTUGAL—Transistors, diodes. INTERFONICA-Sociedade Internacional de Telesistemas, Lda. (importer), Rua da Quintinha 70-1o. (a S. Bento), Lisbon 2. WTD in prep.

36790—FRANCE—Switches. Direct purchase & agency. Societe & Becuwe & Fils (dist., mfr.), 9 rue Guynemer, 94-Vincennes. WTD in prep.

36792—PORTUGAL—Condensers, other electronic components. INTERFONICA-Sociedade Internacional de Telesistemas, Lda. (importer), Rua da Quintinha, 70-1o. (a S. Bento), Lisbon 2. WTD in prep.

36793—PORTUGAL—Resistors. INTERFONICA-Sociedade Internacional de Telesistemas, Lda. (importer), Rua da Quintinha, 70-1o. (a S. Bento), Lisbon 2. WTD in prep.

Special Action

Each of the following trade notices is deemed to rate the special attention of American manufacturers and suppliers by the U.S. Commercial Officers overseas.

35414 — YUGOSLAVIA — Advanced grinding machinery for the production of metal cutting tools (such as routers, bits, taps, end mills, twist drills, burrs, laps, reamers, etc.). About $1-1.5 million worth needed. Kuglex (importer, agent), Bulevar Revolucije 80 P.p; 930 11001 Beograd Attn: Momcilo Savovic, Dir. Gen. WTD 11/70.

35482 — ISRAEL — Power-driven hand tools (pneumatic), for automotive services and industrial applications. ETZER LTD. (importer, retailer of pneumatic tools, mfr., rebuilder of brake systems), 26 Tchlenov St., Tel Aviv. WTD 6/70.

36795 — JAPAN — Magnetic heads for tape recorders, 8-track, 4-channel, erase-record-playback, 3 in 1. Tomura Bussan Kaisha, Ltd. (importer, exporter), Central P.O. Box No. 118, Nagoya. WTD 1/71.

Motor vehicles, motor vehicle equipment

37113—EL SALVADOR—One used bus with 40 passenger seat capacity. Dependencia del Instituto de Rehabilitacion de Invalidos Mrs. Teresa de Castro; Centro del Aparato Locomotor, Colonia Costa Rica, Contiguo a Asilo Sara, San Salvador. WTD in prep.

Ship building, repairing

37313—PORTUGAL — Fishing vessel with freezing facilities for catching, carrying sardines, tuna or that can be easily adapted for that purpose. Loading capacity between 250, 400 tons fish. Buyer requires photographs, characteristics of vessel including freezing units, propelling, electronic equipment installed. COMPESCA-Companhia de Pesca do Sul, Lda. (fishing company), Vila Real de Santo Antonio. WTD in prep.

Railroad equipment

● 37400—IRAN—Supply 100 sets heavy wagonettes of five-ton capacity. Bid deadline Mar. 1. Tender documents available from the Iranian State Railways Purchasing Dept., Tehran. A copy of tender documents and specifications available for review in the Transportation Div., BDC, Dept. of Commerce, Rm. 5091, Washington, D.C. 20230 (202-967-4816).

Transportation equipment

37992—ISRAEL—Nine or 10 units trailers ¼-ton cargo, 2-wheel, M-416; military standard MS 500069, spec. MIL-T-10579 or similar. Delivery date: Apr. 1971. TAMKA Ltd. (mfr.), 6 Shiper St., Holon. WTD in prep.

Engineering, laboratory, scientific, research instruments

● 38100—PAKISTAN—Supply of miscellaneous equipment for hydraulic laboratory including turbine, flow measuring tank, pump set, flow meters, centrifugal pumps, orifice plate, pilot tube, tachometers, revolution counters, and more. Tender No. S-10/122/A/70-71; bid deadline Feb. 25. Invited by the Director of Supply, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca-2, East Pakistan—Cable: "SUPPLY", Dacca. Terms and specifications available on loan from the Business & Scientific Equip. Div., BDC-653, Dept. of Commerce, Washington, D.C. 20230 ★ (202-967-2939).

38112 — NETHERLANDS — Preparative and analytical centrifugals for laboratory use; spectrophotometers; teaching instruments. Direct purchase or agencies; exclusive rep. for Netherlands. N.V. Vereenigde Instrumenthandel v/h G. B. Salm & P. J. Kipp & Zonen (importer, dist.), 642-644 Keizersgracht, Amsterdam. WTD 1/71.

38112 — PHILIPPINES — Laboratory equipment. Marsman & Company, Inc. (importer, dist., mfr.), Mary E. Marsman Bldg., Buendia Ave., Makati, Rizal. WTD 5/70.

Instruments for measuring, controlling, indicating physical characteristics

38210—SWEDEN—Silencers, sound level meters, anti-vibration devices, antinoise, ear defenders, compensators (rubber and steel). Akustik-produkter AB (importer, dist.), Atterbomsvagen 50, S-112 57 Stockholm. WTD 12/70.

Surgical, medical instruments

38410—PHILIPPINES—Hospital, surgical equipment; diagnostic equipment. Marsman & Co., Inc. (importer, dist., mfr.), Mary E. Marsman Bldg., Buendia Ave., Makati, Rizal. WTD 5/70.

38421—IRAN—Surgical dressing, including adhesive plaster, gauze, cotton sponges, compresses, pads. Badakhshan Co. Ltd. (importer), Ave. Maykadeh, Shaghayegh St. No. 48, Tehran. WTD in prep.

38421—PHILIPPINES—Hospital, surgical supplies such as sutures, blades, dressings, gloves, etc. Marsman & Co., Inc. (importer, dist., mfr.), Mary E. Marsman Bldg., Buendia Ave., Makati, Rizal. WTD 5/70.

38423—SWEDEN—Personal safety devices: sound hazard indicators, sound integrators, electronic. Akustikprodukter AB (importer, dist., mfr.), Atterbomsvagen 50, S-112/57 Stockholm. WTD 12/70.

Toys, amusement, sporting goods

39410—BRAZIL—Games, toys. Carroussel Brinquedos Ltda. (importer, retailer), Avenida N.S. de Copacabana, 680 B, Rio de Janeiro—ZC-07, Guanabara. WTD 12/70.

39420—BRAZIL—Dolls. Carroussel Brinquedos Ltda. (importer, retailer), Avenida N.S. de Copacabana, 680 B, Rio de Janeiro—ZC-07, Guanabara. WTD 12/70.

Wholesalers

50930—ITALY—Scrap, waste iron, nonferrous metals. Franco Rol (importer, dist., agent), Corso Generale Govone 10, Turin 10129. WTD 12/70.

Antique, secondhand stores

59330—PAKISTAN—Used clothing, silk and rayon rummage, velvet rummage, ladies silk dresses. Requests quotations, c. & f., Karachi. Iqbal Hussain & Co. (importer), Napier Rd., Karachi. WTD 9/70.

Agencies

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

Field crop farms

01122—INDIA—Raw cotton. Approx. annual purchase 6,000 bales (U.S.). Brijlall Hargopal (agent), India Exchange Bldg., 2nd Fl.. 4 India Exchange Place, Calcutta-1. WTD in prep.

Fruit, tree nut, vegetable farms

01220—HONDURAS—Fresh fruit packed in crates, such as apples, grapes. Compania Distribuidora, S.A. (importer, dist., agent), Avenida Los Proceres, Tegucigalpa, D.C. WTD in prep.

Meat products

20118—HONDURAS—Canned sausages. Compania Distribuidora, S.A. (importer, dist., agent), Avenida Los Proceres, Tegucigalpa, D.C. WTD in prep.

20138—HONDURAS—All kinds of canned meats, such as ham, luncheon meats, potted meat, etc. Compania Distribuidora, S.A. (importer, dist., agent), Avenida Los Proceres, Tegucigalpa, D.C. WTD in prep.

Canning, preserving foods

20334 — HONDURAS — Canned fruit juices, nectars, concentrates. Compania Distribuidora, S.A. (importer, dist., agent), Avenida Los Proceres, Tegucigalpa. WTD in prep.

20336—HONDURAS—Catsup, other tomato sauces, pastes, etc. Compania Distribuidora, S.A. (importer, dist., agent), Avenida Los Proceres, Tegucigalpa, D.C. WTD in prep.

20338—HONDURAS—All types of jams, jellies, preserves, of fruit. Compania Distribuidora, S.A. (importer, dist., agent), Avenida Los Proceres, Tegucigalpa, D.C. WTD in prep.

20342—HONDURAS—All kinds of soup mixes; dried, dehydrated, freeze dried. Compania Distribuidora, S.A. (importer, dist., agent), Avenida Los Proceres, Tegucigalpa, D.C. WTD in prep.

20352—HONDURAS—Pickles, such as dills, other pickled vegetables; relishes. Compania Distribuidora, S.A. (importer, dist., agent), Avenida Los Proceres, Tegucigalpa, D.C. WTD in prep.

20354 — HONDURAS — Salad dressings, mayonnaise, sandwich spread with salad dressing base. Compania Distribuidora, S.A. (importer, dist., agent), Avenida Los Proceres, Tegucigalpa, D.C. WTD in prep.

Grain mill products

20420 — SWITZERLAND — Feed supplements, concentrates, additives used in manufacturing prepared feeds. Siber Hegner & Co. AG; Attn: Alfred Baumann (importer, agent), Talstrasse 14, P.O. Box, 8022 Zurich. WTD in prep.

Bakery products

20521—HONDURAS—All types of biscuits, crackers, cookies, pretzels, snacks. Compania Distribuidora, S.A. (importer, dist., agent), Avenida Los Proceres, Tegucigalpa, D.C. WTD in prep.

Confectionery

20722—HONDURAS—All types of chocolate candies; in boxes, individual wrappers, bags. Compania Distribuidora, S.A. (importer, dist., agent), Avenida Los Proceres, Tegucigalpa, D.C. WTD in prep.

Food preparations

20994—HONDURAS—All types of baking powders, yeasts. Compania Distribuidora, S.A. (importer, dist., agent), Avenida Los Proceres, Tegucigalpa, D.C. WTD in prep.

Broad woven fabric mills, manmade fiber, silk

22216—TAIWAN—Upholstery & drapery fabrics, manmade fiber, silk. Mei Chong Trading Co., Ltd. (importer, agent), 2nd Floor, 36, Lane 96, Chung Shan North Rd., Sec. 2, Taipei. WTD in prep.

Broad woven fabric mills, wool

22312—PORTUGAL—High quality wool fabrics. Crite-Comercio Internacional de Texteis Lda. (importer, agent, exporter), Rua de Costa Cabral 610-1° C, Oporto. WTD in prep.

Floor covering mills, products

22720 — SWITZERLAND — Tufted carpets, wall-to-wall, new carpet laying systems. Heinz Schuler (importer, agent), Haldenweg 11, 8320 Fehraltorf. WTD 12/70.

Yarn, thread mills, products

22811—SWEDEN — Carded cotton yarns. B. G. Svenson (importer, agent), Box 1855, S-500 08 Boras 8. WTD 12/70.

Textile goods

22940 — SWEDEN — Processed textile waste, cotton. B. G. Svenson (importer, agent), Box 1855, S-500 08 Boras 8. WTD 12/70.

Men's, youths' boys' furnishings, work clothing

23210—PORTUGAL—High quality men's, youths' furnishings. Crite-Comercio Internacional de Texteis Lda. (importer, agent, exporter), Rua de Costa Cabral 610-1° C., Oporto. WTD in prep.

Women's misses' children's, infants' under garments

23412—HONDURAS—Complete line of high quality women's underwear. Columbia Agencies (Mariano Aguilar O.) (importer, dist., agent), Colonia La Campana, Tegucigalpa, D.C. WTD 9/70.

Girls', children's, infants' outerwear

23610—SWEDEN—Children's dresses. Bitex AB (importer, dist., agent), Borgmastargatan 5, S-371 00 Karlskrona. WTD 1/71.

23630—SWEDEN—Children's coats, suits. Bitex AB (importer, dist., agent), Borgmastargatan 5, S-371 00 Karlskrona. WTD 1/71.

23690—SWEDEN—Children's outerwear. Bitex AB (importer, dist., agent), Borgmastargatan 5, S-371 00 Karlskrona. WTD 1/71.

Millwork, veneer, plywood, prefabricated structural wood products

24316 — FRANCE — Finished decorative wood mouldings for plain doors, panels, walls (softwood, hardwood). Descriptive literature requested. Peintures du Lauragais (importer, dist.), Place du Niger, 31 Toulouse. WTD 1/71.

Wood products

24994 — PORTUGAL — Wall covering, cork. Decomur-Revestimentos Decorativos Modernos Lda. (importer, agent), Rua Clemente Meneres, 2, Oporto. WTD in prep.

Paper mills

26211—INDIA—Newsprint. Approx. annual requirement 30,000 tons. Brijlall Hargopal (agent), India Exchange Bldg., 4 India Exchange Place, 2nd Fl., Calcutta-1. WTD in prep.

26215 — HONDURAS — White, colored bond paper (base: 60 lbs.) in different sizes and in 500-sheet packages. Columbia Agencies (Mariano Aguilar O.) (importer, dist., agent), Colonia La Campana, Tegucigalpa, D.C. WTD 9/70.

Paperboard mills, products

26315—HONDURAS — Paperboard, obverse and reverse, white/gray and gray/gray; caliber: 14, 18, 20, 30, 40, 60, 80. Columbia Agencies (Mariano Aguilar O.) (importer dist., agent), Colonia La Campana, Tegucigalpa, D.C. WTD 9/70.

Converted paper, paperboard products

26440—FRANCE—Machine printed wallpaper; screen printed wallpaper including repeat goods scenics, panels. Descriptive literature, price lists requested. Peintures du Lauragais (importer, dist.), Place du Niger, 31 Toulouse. WTD 1/71.

26440—PORTUGAL—High quality wallpaper. Fabrica de Papeis Pintados da Foz Lda. (importer, agent), Rua de Santok Antonio 178, Oporto. WTD in prep.

26440 — PORTUGAL — Wallpaper. Decomur-Revestimentos Decorativos Modernos Lda. (importer, agent), Rua Clemente Meneres, 2, Oporto. WTD in prep.

26440 — PORTUGAL — Wallpaper. Cruz Ferreira & Ca. Lda. (importer, agent), Avenida Fernao Magalhaes 874-1°, Oporto. WTD in prep.

26440—PORTUGAL—Wallpaper. Viteal-Materiais de Costrucao (importer, agent), Rua Almeida Garrett, 22, Leiria. WTD in prep.

26440 — PORTUGAL — Wallpaper. Casa Timoteo-Jose Antonio Timoteo Goncalves (importer, agent, manufacturer), Rua Vale Formoso 64, Oporto. WTD in prep.

26440—PORTUGAL—Wallpaper. Araujo, Joaquim Marques de (agent, consultant), Rua de Santa Catarina 286-2° Dto., Oporto. WTD in prep.

26440—PORTUGAL—Wallpaper. Mofibel (importer, agent), Rua Nossa Senhora de Fatima 70-Ap 555, Oporto. WTD in prep.

26495 — PORTUGAL — Wallboard, laminated (paper products). Decomur-Revestimentos Decorativos Modernos Lda. (importer, agent), Rua Clemente Meneres, 2, Oporto. WTD in prep.

Industrial chemicals

28150—SWITZERLAND—Cyclic intermediates, dyes, organic pigments, color lakes,

toners, semi-manufactures for textile dyestuffs. Siber Hegner & Co. AG; Attn: Alfred Baumann (importer, agent), Talstrasse 14, P.O. Box, 8022 Zurich. WTD in prep.

28163 — THAILAND — Colors for drug tablet coating. Requests catalogs, c.i.f. Bangkok prices. Hong Huat Co., Ltd. (importer, dist.), 41-45 Chakrawad Rd., Wat Tuk, Bangkok. WTD in prep.

28180—SWITZERLAND — Industrial organic chemicals, fine chemicals, cyclic photographic chemicals. Siber Hegner & Co. AG; Attn: Alfred Baumann (importer, agent), Talstrasse 14, P.O. Box, 8022 Zurich. WTD in prep.

28184—INDIA—Pesticides, other organic agriculture chemicals, not formulated. Sai-chemie International (agent), 203 Pushpa Bhavan, Opposite Telephone Bhavan, Colaba, Bombay 5. WTD 1/71.

Synthetic materials

28241 — INDIA — Nylon, other manmade fiber yarn. Approx. annual purchase 30,000 tons. Brijlall Hargopal (agent), India Exchange Bldg., 2nd Fl., India Exchange Place, Calcutta-1. WTD in prep.

Drugs

28330—SWITZERLAND — Synthetic organic, inorganic medicinal chemicals in bulk, antibiotics, food preservation antibiotics, food anti-oxidants, other medicinal chemicals, intermediates except botanical products; bulk plant, yeast, synthetic, natural vitamins. Siber Hegner & Co.; Attn: Alfred Baumann (importer, agent, exporter), Talstrasse 14, P.O. Box, 8022 Zurich. WTD in prep.

28340 — HONG KONG — Pharmaceuticals. Universal Pharmaceutical Laboratories, Ltd. (imp., dist., agent), 21 D'Aguilar St., 1/F, Hong Kong. WTD in prep.

28340 — SWITZERLAND — Veterinary pharmaceutical vitamins, minerals; vitamins for human use, pharmaceutical intermediates for manufacture of pharmaceutical preparations. Siber Hegner & Co.; Attn: Alfred Baumann (importer, agent), Talstrasse 14, P.O. Box, 8022 Zurich. WTD in prep.

Soap, detergents, cleaning preparations, perfumes, cosmetics

28423 — HONDURAS — All types of household cleansers; toilet deodorants. Compania Distribuidora, S.A. (importer, dist., agent), Avenida Los Proceres, Tegucigalpa, D.C. WTD in prep.

28424—PORTUGAL—Polishing preparations for autos, furniture, floors, metal, etc.; polishing cloths and paper, chemically treated. Paiva Lda., Carvalho & (importer, agent), Rua de Santa Catarina 12-2°, Oporto. WTD in prep.

28442 — SOUTH AFRICA — Perfumes, cologne water. Interlink Services (Pty.) Ltd. (dist., agent), P.O. Box 4631, Johannesburg. WTD 1/71.

Paints, varnishes, lacquers, enamels

28511—FRANCE—Paints, allied products, primarily oil paints, enamels, varnishes in ready-mixed form. Descriptive literature, price list requested. Correspondence requested in French. Eurodia (importer, dist., agent), 13 Quai Richelieu, 33 Bordeaux. WTD 1/71.

Chemical products

28911—PORTUGAL — Adhesives, glues, rubber and synthetic resins. Viteal-Materiais de Construcao (importer, agent), Rua de Almeida Garrett, 22, Leiria. WTD in prep.

Paving, roofing materials

29510—PORTUGAL—Paving joint, crack fillers. Cruz, Ferreira & Ca, Lda. (importer, agent), Avenida Fernao Magalhaes, 874-1°, Oporto. WTD in prep.

Fabricated rubber products

30698 — TAIWAN — Rubber upholstery fabrics for furniture including door mats, flooring, tile, etc. Mei Chong Trading Co., Ltd. (importer, agent), 2nd Floor, 36, Lane 96, Chung Shan North Rd., Sec. 2, Taipei. WTD in prep.

Plastic products

30790—ENGLAND—Plastic tubing. Uni-Tubes Ltd. (mfr., agent), 189 Bath Rd., Slough, Bucks. WTD in prep.

30796—PORTUGAL—Wall tile, plastics. Decomur-Revestimentos Decorativos Modernos Lda. (importer, agent), Rua Clemente Meneres 2, Oporto. WTD in prep.

Structural clay products

32530—PORTUGAL—Ceramic wall, floor tile. Viteal-Materiais de Construcao (importer, agent), Rua Almeida Garrett 22. Leiria. WTD in prep.

Abrasive, asbestos mineral

32926 — PORTUGAL — Vinyl asbestos floor tile. Araujo, Arq. Joaquim Marques de (agent, consultant), Rua de Santa Catarina 286-2° Dto., Oporto. WTD in prep.

Steel mill products

33126—PORTUGAL — Stainless steel pipe, tube. Sampaio, A. L. Norte (importer, agent), Rua Costa & Alemida 191-3°, Oporto. WTD in prep.

33167—PORTUGAL — Stainless steel sheet, strip. Sampaio, A. L. Norte (importer, agent), Rua Costa e Almeida, 191-3°, Oporto. WTD in prep.

Rolling, drawing, extruding of nonferrous metals

33525—PORTUGAL — Aluminum extruded shapes. Sampaio, A. L. Norte (importer, agent), Rua Costa e Almeida, 191-3°, Oporto. WTD in prep.

33526—PORTUGAL — Extruded aluminum tubes; drawn, welded. Sampaio, A. L. Norte (importer, agent), Rua Costa e Almeida, 191-3°, Oporto. WTD in prep.

33572—PAKISTAN — Electrolytic copper wire bars conforming to ASTM B-49-52 1,000 tons. Requests quotations, C. & F., Karachi. Kemipex Agencies (agent), 68, Vazir Mansion, Nicol Rd., Karachi-2. WTD in prep.

Cutlery, hand tools, general hardware

34292—TAIWAN — Furniture hardware including door locks, bolts and checks, furniture rests, desk leg cups, etc. Mei Chong Trading Co., Ltd. (importer, agent), 2nd Floor, 36, Lane 96, Chung Shan North Rd., Sec. 2, Taipei. WTD in prep.

34294—FINLAND—Builders' hardware. Exclusive agency. Oy Autolux Ab, Fred Fischer, Sales Mgr. (importer, dist., agent), P.O. Box 10190, Helsinki 10. WTD in prep.

34294—LEBANON—Ball bearing rollers with nylon grooved outer racing for aluminum sliding doors, windows. Agent, distributor in Lebanon, certain other Arab countries. Makyn & Co. (importer, dist., agent), 67 Rue de la Marseillaise, P.O. Box 513, Beirut. WTD 12/70.

Heating apparatus, plumbing fixtures

34310—PORTUGAL — Chemical toilets for use in buses. Sampaio, A. L. Norte (importer, agent), Rua Costa e Almeida 191-3°, Oporto. WTD in prep.

34336—PORTUGAL — Gas fired unit heaters. Figueiredo Lda., Matos & (importer, agent), Rua Pinto Bessa 290, Oporto. WTD in prep.

Fabricated structural metal products

34460—TAIWAN—Architectural and ornamental metal work including grills, open flooring, grating for building construction, etc. Mei Chong Trading Co., Ltd. (importer, agent), 2nd Floor, 36, Lane 96, Chung Shan North Rd., Sec. 2, Taipei. WTD in prep.

34492—ARGENTINA—Prefabricated and portable buildings, wood or metal; roofings, interior and exterior wall linings, water heaters, electric and gas fired, floor coverings, plastic, wood and ceramic, etc.; molds or wood frames for panel prefabricated construction; paint spraying outfits. Interested in manufacturing above products under license agreement or royalty basis. Correspondence requested in Spanish. Sassano & Cia., S.R.L. (mfr.), Bartolome Mitre 720, 7° Piso, Buenos Aires. WTD in prep.

Farm machinery

35227—TAIWAN—Lawn mowers, parts. Agency including sales to Military Exchange. Oriental Trading & Industry, Ltd. (importer, agent), P.O. Box 3240, Taipei. WTD 3/70.

Construction, mining, materials handling machinery, equipment

35312—PORTUGAL—Tracklaying type tractors equipped with loader bucket, dozer blade, angledozer. Sociedade Comercial Romar, Lda. (importer, agent), Rua da Boa Vista 83-1o., Dto. WTD 4/70.

35316—PORTUGAL—Concrete mixers, pavers. Cruz, Ferreira & Ca. Lda. (importer, agent), Avenida Fernao Magalhaes, 874-1°, Oporto. WTD in prep.

35318 — PORTUGAL — Motor scrapers, power graders. Sociedade Comercial Romar, Lda. (importer, agent), Rua da Boa Vista 83-1o., Dto. WTD 4/70.

35319—PORTUGAL—All types of medium, heavy earthmoving, road construction machinery. Sociedade Comercial Romar, Lda. (importer, agent), Rua da Boa Vista 83-1o., Dto. WTD 4/70.

Metalworking machinery

35410—ENGLAND—Automatic machine tools; borers; lathes; milling machines; grinding machines. W. E. Norton (Machine Tools) Ltd. (importer, dist., exporter), Lincoln Rd., Cressex Industrial Estate, High Wycombe, Bucks. WTD in prep.

35420—ENGLAND—Forging machinery; sheet metalworking machines. W. E. Norton (Machine Tools) Ltd. (imp., dist., exp.), Lincoln Rd., Cressex Industrial Estate, High Wycombe, Bucks. WTD in prep.

35451—PORTUGAL—Drills, taps. Fiuza Lda. (importer, agent), Praca do Municipio 309-6° s/4, Oporto. WTD in prep.

35482—FINLAND—Portable electric hand tools; 220 V/50 c. Exclusive agency. Oy Autolux Ab, Fred Fischer, Sales Mgr. (importer, dist., agent), P.O. Box 10190, Helsinki 10. WTD in prep.

35482 — PORTUGAL — Power driven hand-tools. Fiuza Lda. (importer, agent), Praca do Municipio, 309-6° s/4, Oporto. WTD in prep.

Special industry machinery

35531—PORTUGAL—Woodworking machinery. Mourao, Francisco (importer, agent), Rua Costa e Almeida 153-2°, Oporto. WTD in prep.

35593 — ENGLAND — Plastic extrusion machinery. W. E. Norton (Machine Tools) Ltd. (importer, dist., exporter), Lincoln Rd., Cressex Industrial Estate, High Wycombe, Bucks. WTD in prep.

35595—PORTUGAL—Brick, tile, ceramic machinery. Cruz, Ferreira & Ca. Lda. (importer, agent), Avenida Fernao de Magalhaes 874-1°, Oporto. WTD in prep.

35595—PORTUGAL—Clayworking machinery, equipment. Sociedade Tecnica Industrial de Comercio, Lizmundo Lda. (importer, agent), R. Arquitecto Marques da Silva 269-1°, Oporto. WTD in prep.

Office, computing, accounting machines

35731 — AUSTRALIA — Desk top electronic computing equipment. Electronic Distance Measurements Pty. Ltd. (importer, dist., agent), Blaxland House, 2 Clarke St., Crows Nest, N.S.W. 2065. WTD 10/70.

35733—FRANCE—Converters, analog/digital. Rocke International France S.A. (agent), 40 rue Duranton, 75-Paris 15eme.

35741—SWITZERLAND—Desk office calculating machines. Auto-Doppik AG (importer, dist., agent), Bahnhofstrasse 6, 2500 Bienne. WTD 4/70.

35790—SWITZERLAND — Novelty office machinery, devices, incl. EDP accessories. Auto-Doppik AG (importer, dist., agent), Bahnhofstrasse 6, 2500 Bienne. WTD 4/70.

Service industry machines

35811—PORTUGAL—Vending machines, automatic, for soft drinks, cigarets, etc. Decomur-Revestimentos Decorativos Modernos Lda. (importer, agent), Rua Clemente Meneres 2, Oporto. WTD in prep.

35820—PORTUGAL—Commercial laundry equipment, including washer-extractors, 2-roll calenders; steam, gas, electric operated. Azevedo & Pessi, Lda. (importer, agent), Rua Nova do Almada, 46, Lisbon 2. WTD 1/70.

35851 — PORTUGAL — Heat transfer equipment, commercial, industrial; industrial, commercial air-conditioners. Sociedade Commercial Romar Lda., Attn: Dr. Ramos (importer, agent), Rua de Sa da Bandeira 589, Oporto. WTD in prep.

35851—SOUTH AFRICA—Room airconditioners, console type. Powerlite Electrical Wholesalers (Pty.) Ltd., Attn: C. Coleman (agent), P.O. Box 3002, Pretoria, Transvaal. WTD 1/71.

35852—ARGENTINA—Air conditioners, room, household. Interested in manufacturing under license. Correspondence requested in Spanish. Lobato-Reddel S.A. (mfr.), Dorrego 1135, San Andres, Province of Buenos Aires. WTD in prep.

35852 — PORTUGAL — Air conditioners, room. Araujo, Arq. Joaquim Marques de (agent, consultant), Rua de Santa Catarina 286-2° Dto., Oporto. WTD in prep.

35852 — PORTUGAL — Air conditioners, room. Rebocho, Jose (importer, agent), Rua Goncalo Sampaio 124-3° Esq. Frente, Oporto. WTD in prep.

35852 — SOUTH AFRICA — Specialized computer room airconditioning equipment. Pretoria Industrial Equipment (Pty.) Ltd. (distributor, agent), P.O. Box 3397, Pretoria, Transvaal. WTD in prep.

35853—FRANCE—Ultralow refrigerators or equal for factories, laboratories; refrigeration machinery and equipment, industrial. Norfroid S.A. (importer, dist.), 10, rue Petit, 75-Paris. WTD 6/70.

Machinery

35990 — ENGLAND — Flexible metallic tubing. Uni-Tubes Ltd. (mfr., agent), 189 Bath Rd., Slough, Bucks. WTD in prep.

Electric transmission, distribution equipment

36113—FRANCE—Oscillographs, recording instruments, signal generators. Rocke International France S.A. (agent), 40 rue Duranton, 75-Paris 15eme.

Electrical industrial apparatus

36211—IRAN—Motors, electric, for evaporating coolers, domestic washing machines. Iran Metal Co. Ltd (importer, dist., agent), 441 Takhte-Jamshid Ave., Tehran. WTD 12/69.

36220 — FRANCE — Signal conditioners for use with strain gage pressure transducers. Rocke International France S.A. (agent), 40 rue Duranton, 75-Paris 15eme.

Household appliances

36343—FINLAND—Small electric household appliances; 220 V/50 c. Exclusive agency. Oy Autolux Ab, Fred Fischer, Sales Mgr. (importer, dist., agent), P.O. Box 10190, Helsinki 10. WTD in prep.

36343 — PORTUGAL — Ovens, roasters; electric, household. Santos, Anselmo (importer, agent), Apartado 130, Aveiro. WTD in prep.

36343—PORTUGAL—Household electric humidifiers. Figueiredo Lda., Matos & (importer, agent), Rua Pinto Bessa 290, Oporto. WTD in prep.

36343—SWITZERLAND — Electric hand and hair dryers to be installed in restaurants, hotels, public toilets, sport facilities, etc. F. Ernst, Ing. SA; Attn: Mr. G. Langmeier (dist., agent), Weststrasse 50/52, 8036 Zurich. WTD 11/70.

36343—TAIWAN—Small household electric appliances such as cooking appliances, coffee makers, roasters, etc. Agency including sales to Military Exchange. Oriental Trading & Industry, Ltd. (importer, agent), P.O. Box 3240, Taipei. WTD 3/70.

36350 — FINLAND — Household vacuum cleaners; parts, attachments; 220 V/50 c. Exclusive agency. Oy Autolux Ab, Fred Fischer, Sales Mgr. (importer, dist., agent), P.O. Box 10190, Helsinki 10. WTD in prep.

36391—FINLAND—Water heaters, electric; 220 V/50 c. Exclusive agency. Oy Autolux Ab, Fred Fischer, Sales Mgr. (importer, dist., agent), P.O. Box 10190, Helsinki 10. WTD in prep.

36393—PORTUGAL—Dishwashing machines, household. Santos, Anselmo (importer, agent), Apartado 130, Aveiro. WTD in prep.

36393—PORTUGAL—Food waste disposers. Santos, Anselmo (importer, agent), Apartado 130, Aveiro. WTD in prep.

36393—PORTUGAL — Food waste disposers. Araujo, Arq. Joaquim Marques de (agent, consultant), Rua de Santa Catarina 286-2° Dto., Oporto. WTD in prep.

36393—PORTUGAL—Food waste disposers, household. Cruz, Ferreira & Ca. Lda. (importer, agent), Avenida Fernao de Magalhaes, 874-1°, Oporto. WTD in prep.

Radio, television receiving sets

36512 — SOUTH AFRICA — Portable household television receiving sets. Interlink Services (Pty.) Ltd., Attn: Dr. J. D. Smith (dist., agent), P.O. Box 4631, Johannesburg. WTD 1/71.

Communication equipment

36626—FRANCE—Transistorized amplifiers for instrumentation, multiplex monitors. Rocke International France S.A. (agent), 40 rue Duranton, 75–Paris 15eme.

Electronic components, accessories

36792—FRANCE—Capacitors for electronic applications. Perena (agent), 16 Blvd. de Charonne, Paris 20. WTD 7/70.

Motor vehicles, equipment

37141—JAPAN—Automobile accessories, supplies; including new items. Nitto Co., Ltd. (importer, dist., agent), 4-3 Ginza 5-chome, Chuo-ku, Tokyo. WTD 8/70.

Engineering, laboratory, scientific, research instruments

38112 — SWEDEN — Bacteriological, microbiological laboratory equipment. Chemoferm Aktiebolag (importer, agent), P.O. Box 604, S-126 06 Hagersten 6. WTD 12/70.

38113—AUSTRALIA — Equipment for use in surveying, drafting, mapping, photogrammetry fields. Electronic Distance Measurements Pty. Ltd. (importer, dist., agent), Blaland House, 2 Clarke St., Crows Nest, N.S.W. 2065. WTD 10/70.

38113 — GERMANY — Cleaning, drying, sterilization equipment for laboratory glass ware. Prices c.i.f. German or European port. Gilowy K.G. (importer, dist., agent), 5 Amselstr., 6078 Neu Isenburg. WTD 1/71.

Instruments for measuring, controlling, indicating physical characteristics

38210 — FRANCE — Mechanical measuring, controlling instruments: soil and ore test, research and measuring equipment, geometrical devices, geological instruments for tunnels, damps, galleries, slope indicators, geiger-type counters, etc. Terratest (importer, dist., retailer), 3 Villa Dury Vasselon, Paris 20eme. WTD 9/70.

38211—ITALY—Instruments, apparatus for aircraft industry. Franco Rol (im-

porter, dist., agent), Corso Generale Govone 10, Turin 10129. WTD 12/70.

Surgical, medical instruments

38410—SOUTH AFRICA — Surgical & medical instruments, apparatus; all types. Glaxo-Allenburys (Pty.) Ltd., Attn: W. M. Bason (agent), P.O. Box 485, Germiston, Transvaal. WTD 1/71.

38421—THAILAND—Sterilizers, surgical, for hospital. Requests catalogs, c.i.f. Bangkok prices. Cheuong Heng Lee Machinery Ltd. Partnership (importer, dist.), 168 Sukhumvit Rd., corner Soi 8, Bangkok. WTD 12/70.

Toys, amusement, sporting goods

39493—FRANCE—Sporting and athletic goods such as snow skiing equipment; winter sports equipment; underwater sports equipment; water skiing equipment; tennis, related equipment; riding goods, equipment. Descriptive literature requested. Sports-Boutique, Mrs. Jean Poncet (agent, retailer), Place du Marche, 40 Mimizan (Plage). WTD 1/71.

Other Foreign Official Tenders

ARGENTINA—The tender deadline for the supply, installation and start-up of two garbage incinerating plants has been extended from Feb. 15 to Mar. 25. (See *Commerce Today*, Nov. 16, 1970 or *Commerce Business Daily*, Nov. 3, 1970.) This decision is based on a new location of one plant which will now be erected in the area surrounded by Avenida Warnes, Avenida de los Constituyentes, Gutenberg and Avenida Chorroarin. The other plant will be located at Varela and Chorroarin.

COLOMBIA—The Manager of the Instituto Colombiano de Energia Electrica ICEL (Columbian Institute of Electric Power) has informed the Embassy that the Instituto will issue an international tender for a 66,000 KW thermal power generating unit, as an extension to the Barrancabermeja Plant comprising two identical 12.5 MW thermal units. Bidders should offer their own financial terms of payment including a 100% overseas content on a long-term basis and a Columbian peso content on a medium-term basis. Bids will be requested for the design, supply, erection and construction of the complete unit on a turnkey basis. One copy of the Instituto's booklet on the Extension is available for reference from the Dept. of Commerce, BDC-651, Rm. 5886C, Washington, D.C. 20230.

CYPRUS—The Government of Cyprus invites tenders from experienced contractors for the construction at Lefkara of an earth rock embankment and ancillary works in connection with the water supply of Famagusta. The works comprise: a rockfill embankment 70 meters high with rolled earth core and a total fill volume of 800,000 cubic meters; concrete uncontrolled spillway and chute; and intake works. Tender documents may be obtained from The Director, Dept. of Water Development, Nicosia, upon payment of $192 to the Dept. of Water Development. Completed tender documents must be returned to: The President, Main Tender Board, Accountant-General's Office, Nicosia, by 10 a.m., Feb. 27.

HONG KONG—The Civil Aviation Dept., Central Government Offices, issued Tender No. Fac 33 ext. for the supply of civil aviation equipment. Bid deadline Mar 15. Bid should offer equipment for a secondary surveillance radar (SSR) system and for radar display equipment for the new air traffic control center at Hong Kong International Airport. Copies of tender announcement and specifications available from the Civil Aviation Dept., Central Government Offices, W. Wing, 5/F Ice House St., Hong Kong, or on short-term loan to firms located in U.S. from the Communications-Electronics Div., BDC-643, Rm. 4209, Dept. of Commerce, Washington, D.C. 20230 ★(202-967-4823).

LIBYA—The Ministry of Communications, Government of Libya, published an advance notice on construction of the terminal building and related projects at Tripoli International Airport, 20 miles southwest of Tripoli. Tender documents for this project are available upon receipt of L£ 200 (approx. $560). Bid deadline May 15. The advance notice available from the Dept. of Commerce, BDC-645, Washington, D.C. 20230 (202-967-5255), outlines the engineering as well as other pertinent works required by the project and sets forth certain instructions and conditions of interest to prospective bidders. The original project estimates were set at L£ 7 million (approx. $20 million). All inquiries for this project should be directed to the Civil Aviation Administration, As-Saidi St., Tripoli, Libyan Arab Republic.

New Trade Lists

The Bureau of International Commerce has published the following Trade Lists of which copies may be obtained by firms domiciled in the United States from the Department of Commerce, BIC-924, Washington, D.C. 20230, and from Commerce Field Offices. The price is $1 per list for each country.

The following automated lists provide complete coverage for Costa Rica. All are dated August 1970.

Costa Rica
Automated lists

No. — *Title*

01000—Farm, forestry, fishery products; mining companies
20000—Food, kindred products; tobacco, tobacco products
22000—Textile industry
23000—Apparel, accessories; miscellaneous fabricated textile products; personal leather products
24000—Lumber, wood products; furniture, fixtures
26000—Pulp, paper, paperboard mill products; converted paper, paperboard products; building paper, boards; printing, publishing industries
28000—Chemicals, plastics, related products
29000—Petroleum, petroleum products
30000—Rubber, rubber products; leather, leather products
32000—Stone, clay, glass products
33000—Primary metals, metal products, ferrous, nonferrous
34000—Fabricated metal products
35000—Machinery, nonelectrical
36000—Electrical machinery, equipment, supplies
37000—Transportation equipment, parts, accessories (includes auto repair shops)
39000—Musical instruments; toys, amusements, sporting, athletic goods; office, artists' materials; costume jewelry; novelties, notions; miscellaneous manufactured products

The following lists have been published to provide coverage for Nicaragua and Norway. All are dated August 1970.

Nicaragua and Norway

No. — *Title*

01000—Farm, forestry, fishery products; mining companies
20000—Food, kindred products; tobacco, tobacco products
22000—Textile industry
23000—Apparel, accessories; miscellaneous fabricated textile products; personal leather products
24000—Lumber, wood products; furniture, fixtures
26000—Pulp, paper, paperboard mill products; converted paper, paperboard products; building paper, boards; printing, publishing industries
28000—Chemicals, plastics, related products
29000—Petroleum, petroleum products
30000—Rubber, rubber products; leather, leather products (except footwear, personal leather goods, tires, inner tubes)
32000—Stone, clay, glass products
33000—Primary metals, metal products, ferrous, non-ferrous
34000—Fabricated metal products
35000—Machinery, nonelectrical
36000—Electrical machinery, equipment, supplies
37000—Transportation equipment, parts, accessories (including auto repair shops, tires, inner tubes)
38000—Professional, scientific instruments, controlling devices; photographic equipment, supplies; watches, clocks; jewelry, silverware, plated ware
39000—Musicial instruments; toys, amusements, sporting, athletic goods; office, artists' materials; costume jewelry; novelties, notions; miscellaneous manufactured products

The following automated lists have been published to provide complete coverage for Angola, the Bahamas, Barbados, Bermuda and Bolivia. Automated trade lists may be ordered by

the title given below or by the five digit identification number. All are dated December 1970.

Angola—Bahamas—Barbados
Bermuda—Bolivia
Automated business firms

No.	*Title*
00000	Business Firms—Angola
00000	Business Firms—Bahamas
00000	Business Firms—Barbados
00000	Business Firms—Bermuda
00000	Business Firms—Bolivia

India Asks Bids On Space Research Center Equipment

India is submitting invitations to bid on seven Tenders for instruments for a space research center, including: aquameter, Tender No. PB-689(d)/70; viscometer, T.N. PB-689(e)/70; single pan balance, capacity 160 grams, T.N. PB-689-(f)/70; particle size analyzer, for solids 1 microns—100 microns, T.N. PB-689-(g)/70; tensile testing machine, 500 k.g. capacity, T.N. PB-689(h)/70; storage oscilloscope, with amplifier unit, T.N. PB-689(J)/70; performance evaluation unit, T.N. PB-689(k)/70.

The bid deadline on all seven Tenders is Mar. 10. The Tenders are invited by The Purchase Officer, Space Science and Technology Centre, Trivandrum-22, Kerala State, India. Tender documents are available on loan basis from the Scientific and Business Equipment Division, BDC-653, U.S. Department of Commerce, Washington, D.C. 20230 ★ (202-967-2939).

Future Construction Abroad

ARGENTINA — SEGBA (Government-owned electric utility serving Buenos Aires) plans to **install a new 350 MW thermal generator,** probably at an existing SEGBA facility in Buenos Aires, although the possibility is being studied of putting it near the nuclear power station under construction at Atucha. SEGBA hopes to have new generator operating by early 1974. Technical specifications and bidding documents are now being prepared. International call for tenders is expected in March. Delivery time is expected to be a main factor in awarding bids.

AUSTRALIA—An agreement has been signed between the Government of Western Australia and Western Mining Corp., Ltd. for the establishment of a $30 million **nickel smelter** in the Kalgoorlie region. The agreement includes a commitment by Western Mining to help finance the building of the Kalgoorlie, Kambalda, Esperance standard gauge railway. Additional information was published in the West Australian Government News Release, Nov. 4, 1970, it may be obtained from the Dept. of Commerce, International Liaison & Trade Opportunities Staff, BDC-541, Washington, D.C. 20230.

CANADA—The Canadian Pacific Railroad made a preliminary announcement of plans for a **C$250 million development project in Montreal.** It will occupy several city blocks, from Dorchester Blvd. to Saint Antoine St., and from Peel St. to Mountain St., and will include a railroad station, CP main offices, several other buildings, shopping areas and small parks. CP hopes to start work on the project by late 1971 or early 1972; full construction will probably be spread out over a few years. The project, called Marathon II, was planned by Chicago architect Minoru Yamasaki, who designed the New York World Trade Center, and will be built by Marathon Realties, the CP real estate subsidiary. Preparation of the site will require the demolition of two Montreal landmarks, Windsor Station and the Laurentian Hotel.

GERMANY—Federal Minister of Transport, Hamburg's Mayor, and Schleswig-Holstein's Economics Minister signed an agreement providing for the Federal Government and Schleswig-Holstein to join the concern "Flughafen Hamburg GmbH", which operates the Fuhlsbuettel airport and will **construct and operate the airport at Kaltenkirchen.** Hamburg is already a participant in the concern. Construction costs for the first stage are now estimated at DM 460 million and costs for the second construction phase DM 460 million.

GHANA—The Government of Ghana plans a **road rehabilitation and maintenance project** to involve the improvement of about 1,500 miles of trunk roads, two-thirds of which are paved and the remainder of gravel surface; and the improvement of the Public Works Dept. maintenance operations. The latter would be achieved through reorganization, repair of existing equipment, purchase of new equipment, improvement of workshops and other facilities, and technical assistance. The project is estimated to cost Nc20 million (Nc1= U.S. $0.98), with a foreign exchange cost of approx. Nc14 million. The executing agency will be the Public Works Department of the Ministry of Works and the project is tentatively scheduled to begin in late 1971 and be completed in 1974 or 1975.

JAMAICA—The Cayman Islands Administrator's office has a Five Year Development Plan which envisions expenditures of over U.S. $5.5 million, over half of which will be spent on **airport expansion and improvement of harbor facilities.** This will create further expansionary pressures on the already booming Caymanian construction industry. These projects should result in opportunities for U.S. firms exporting construction materials. A copy of this plan can be obtained from the International Liaison & Trade Opportunities Staff, BDC-541, Dept. of Commerce, Washington, D.C. 20230.

JAPAN—Construction funds for a second **international airport** in the Kansai have been allocated, and a planning committee formed. The possible sites include reclaimed land somewhere between Osaka and Kobe in Osaka Bay. The final site selection should be made by the end of this March, and the airport operating by 1977. Present plans envision an airport covering 2,000 hectares with four 4,000-meter runways and four 3,200-meter cross wind runways. The airport will be capable of handling all types of aircraft including the SST.

Future Construction Summary Available To U.S. Firms

A quarterly summary of future construction projects abroad, contract award stories and significant foreign government tenders published in the *Commerce Today* and *Commerce Business Daily* during October, November and December 1970 is available to U.S. firms from the Business Opportunities Services, BDC-541, Dept. of Commerce, Washington, D.C. 20230. A pre-addressed mailing label should be included.

The summary, which may also be reviewed at any Commerce Field Offices, alphabetically lists project summaries by country in five distinct classes: airport, seaport, railroad and highway projects; hydro and thermal electric plant and irrigation projects; hospital, hotel and housing projects; industrial plant projects; and comprehensive development projects. Whenever possible, names of contractors and responsible agencies are cited, as well as original publication dates.

A limited number of the third quarter 1970 summary is also available.

Visiting Buyers And Officials

ARGENTINA—Juan Jose Guaresti, Consular—Consultores Argentinos Asciado Bme. Mitre 7346—6 Piso Bs. As., **interested in association for his firm with a U.S. consulting firm in the field of paper, cellulose, carton and plastics as well as roads and highways.** Jan. 21., via Miami for one month. c/o "Operacion Amigo", 3200 Ponce de Leon Blvd., Coral Gables, Fla. Itinerary: Miami, Jacksonville, Denver, Los Angeles. WTD in prep.

KOREA—Shin Un-shik, Man. Dir., U-Young Industrial Co., Ltd. 93-33 Pukchang-dong, Chung-ku, Seoul, **interested in licensing agreement/joint venture on manufacturing air, oil and fuel filters for automobile and construction equipment.** 1/30 for one month via Chicago. c/o White Motor International S.A., Cleveland, Ohio 44114. Itinerary: Jan. 30, Chicago; Feb. 6, Cleveland; Feb. 8, New York; Feb. 15, Cleveland. WTD in prep.

NEW ZEALAND — David L. Kincaid, Textile Era Ltd., P.O. Box 1451, Wellington, **interested in purchasing plant and equipment for production of quilted fabrics, heat sealed ribbons and pressure sensitive labels.** Early February via San Francisco for 12 days. c/o Lion Ribbon Co. Ltd. 385 Gerrard Ave., Bronx, N.Y. 10451. Itinerary: To be determined.

TRINIDAD, W. I.—Amral Khan, Amral's Travel Service, 10th Ave., Barataria, Port of Spain, **interested in establishing a travel service branch in New York and requesting information on state procedures in the travel service industry.** c/o Sheraton Hotel, Park Ave. & 37th St., New York 10037. Itinerary: New York. WTD 1/71.

International Business Reports

Compensating International Executives. **Published by Business International Corp. $75.**

A revision of a study produced three years ago, this report analyzes the current personnel compensation policies and practices of 75 leading U.S. and European corporations. It attempts to demonstrate how a proper mix of salary, incentives, benefits and allowances makes it possible to compete in the international executive market with little or no increase in total cost, and examines what the proportions of this mix should be under varying local conditions for expatriates, and for local and third country nationals as well.

Write: Business International Corp., 757 Third Ave., New York, N.Y. 10017.

Survey of Markets, 1970. **Published by the Financial Post, Toronto. 328 pp. $11.**

Contains marketing data on Canada's provinces, cities and towns, plus special reviews of major Canadian economic and business indicators. Also included is a guide to buying power by market areas.

Write: The Financial Post, 481 University Ave., Toronto 2, Canada.

Mauritius—Export Processing Zones. **Published by Government of Mauritius. 29 pp. Free.**

This booklet explains the functions and objectives of Mauritius' new export processing zones. Also included is some basic information on the country's economy.

Write: Ministry of Commerce and Industry, 4th Floor, Anglo-Mauritius House, Port Louis, Mauritius.

Iran as a Market for Manufactured Products From Developing Countries. **143 pp.** ***Kuwait as a Market for Manufactured Products From Developing Countries.*** **115 pp. International Trade Centre, UNCTAD/GATT. $3 each.**

These reports are designed as practical guides for new exporters. Each is divided into four parts: General Information; Import Policies and Regulations; Market Information on Selected Manufactured Products; and General Market Situation. Annexes provide information on advertising media, trade organizations, banks, shipping and airlines.

Write: International Trade Centre, UNCTAD/GATT, Palais des Nations, 1211 Geneva 10, Switzerland.

Calendar For World Traders

Feb. 11 — New York — Overseas Automotive Club luncheon, Summit Hotel.

Feb. 11—Kansas City—Export Documentation Seminar, Commerce Field Office, 1840 Federal Bldg., 2 p.m.

Feb. 11—Boston—Trade Winds Round Table seminar, 4 p.m., and dinner meeting, 5:30 p.m. Anthony's Pier 4 Restaurant, 140 Northern Ave.

Feb. 11—Chicago—International Trade Club meeting on international cargo at waterfront and airport, 1 p.m. and seminar on selection of overseas plant locations, 2-4 p.m., LaSalle Hotel.

Feb. 11 — Kansas City — Export Documentation Seminar, Commerce Field Office, 1840 Federal Bldg., 2 p.m.

Feb. 15—Lincoln, Neb.—Export Development Seminar, Chamber of Commerce, 2 p.m.

Feb. 15-16—Ann Arbor, Mich.—Seminar on Financial Aspects of International Trade, Campus Inn Hotel.

Feb. 16—Lincoln, Neb.—Export Documentation Seminar, Chamber of Commerce, 2 p.m.

Feb. 16 — New York — Foreign Credit Interchange Bureau's Hardware and Automotive Group meeting, 12:30 p.m., Advertising Club.

Feb. 16—Providence — Providence World Trade Club dinner meeting, Holiday Inn, 6 p.m.

Feb. 16—St. Louis—"Show You" Export Workshop on Documentation, Commerce Field Office, Federal Bldg., 2 p.m.

Feb. 16—York, Pa.—World Trade Council Luncheon, Chamber of Commerce, noon.

Feb. 17—Omaha—Export Development Seminar, Federal Office Bldg., 2 p.m.

Feb. 17 — Philadelphia — Monthly dinner meeting of Foreign Traders Assn., Downtown Club, 6:15 p.m.

Feb. 17 — Philadelphia — In-office workshop on organizing for export, 10 a.m., Commerce Field Office.

Feb. 17—Seattle—In-office export seminar on banking and insurance for exporters, Commerce Field Office, Federal Bldg., 10 a.m.-noon.

Feb. 18—New York—Luncheon meeting of the Foreign Credit Interchange Bureau's Drug Chemical & Food Export Club, Advertising Club, 12:15.

Feb. 18—Omaha — Export Documentation Seminar, Federal Office Bldg., 2 p.m.

Feb. 18—Pittsburgh—Export workshop, 2 p.m., Commerce Field Office.

Feb. 22—Cincinnati—Engineering Society of Cincinnati luncheon on the effects of imports and exports on the Cincinnati area. Masonic Temple, noon.

Feb. 22—Washington, Pa.—Chamber of Commerce's export luncheon forum, noon, Monte Leone Restaurant.

New Publications

When ordering any publication, indicate title and series designation, if indicated, and make checks or money orders payable to the Superintendent of Documents. Orders should be sent to the U.S. Department of Commerce, Washington, D.C. 20230, or to any of its field offices.

OFFICE OF THE SECRETARY

The United States Department of Commerce—Serving a growing economy and a growing people. Revised, December 1970. 40pp. Illustrated. 70¢. Describes services the Department provides to the economy and to the general public in its mission to encourage stabilized growth in the United States.

DOMESTIC AND INTERNATIONAL BUSINESS

BUREAU OF DOMESTIC COMMERCE

Steel defense set-asides for first quarter 1971. NR: BD 71-1.

The abrasive products industry in 1969. 8 pp. 10¢. This report is based on the unclassified results of a survey of abrasive products conducted for defense mobilization purposes, and information obtained from the industry sources. Cost, price, and foreign trade figures are based on Bureau of Census and Department of Labor data.

Private enterprise and the United Nations Development Program. 22pp. 20¢. Describes the United Nations Development Program, but is concerned chiefly with the Special Fund component of the Program which invites private enterprise to bid for the supply of goods and services. Tells how to bid on Special Fund projects.

BUREAU OF INTERNATIONAL COMMERCE

Foreign Economic Trends

Annual subscription $15 ($6 additional for foreign mailing). Single copy 10¢. Latest reports include:

Japan (ET 70-141). 16pp.

Iran (ET 70-143). 8pp.

Hong Kong (ET 70-146). 12pp.

Index to foreign production and commercial reports. No. 12. Free upon request. Write to: Commerce Intelligence Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

International Marketing Information Service

Exhibitor's Export Market Guide

Excellent German market seen for U.S. metallurgic, instrumentation equipment (IMIS 70-65). 4pp. 10¢.

Japan is major growing market for U.S. production materials for electronics (IMIS 70-66). 4pp. 10¢.

World Markets for U.S. Exports

Pumps, valves and compressors—Sweden (IMIS 70-237). 12pp. 10¢.

Overseas Business Reports

Annual subscription $16 ($5 additional for foreign mailing). Single copy 15¢.

Selling in Iran (OBR 70-55). Supersedes OBR 64-86. 12pp.

Establishing a business in Turkey (OBR 70- 62). Supersedes OBR 67-77. 20pp.

Foreign trade regulations of Lebanon (OBR 70-64). Supersedes OBR 68-59. 8pp.

ECONOMIC AFFAIRS

BUREAU OF THE CENSUS

Construction and Housing

1967 Census of Construction Industries

Type of operation and legal form of organization (CC67-8-1). 40pp. 40¢.

Specialization in primary types of construction (CC67-8-2). 52pp. 50¢. Statistics for construction establishments with payroll.

Distribution and Services

Weekly retail sales. Estimated sales of retail stores in the United States, week ending Jan. 9 (CB 71-301). 2pp. 10¢.

Weekly retail sales. Estimated sales of retail stores in the United States, week ending Jan. 16 (CB 71-302). 2pp. 10¢.

Monthly wholesale trade: November 1970 (BW70-11). Sales and inventories. Annual subscription $1.50 (50¢ more for foreign mailing). Single copy 15¢.

Monthly selected services receipts: November 1970 (BS70-11). Annual subscription $1. Single copy 10¢.

Monthly retail trade report: November 1970 (CB 71-306). 2pp. 10¢.

1967 Census of Business

Selected Services—Subject Reports:

Travel agencies (BC67-SS7). January 1971. 32pp. 45¢.

Change Sheets

Major Retail Centers. The data in the following reports has been revised: **Florida** (BC67-MRC10); **Illinois** (BC67-MRC 14); **Michigan** (BC67-MRC23); **Minnesota** (BC 67-MRC24; **Oklahoma** (BC67-MRC37).

Retail Trade—Revisions have been made in the following reports: **Minnesota** (BC67-RA25); **Mississippi** (BC67-RA26); **Missouri** (BC67-RA27); **New Jersey** (BC67-RA32); **New York** (BC67-RA34); **North Carolina** (BC67-RA35); **North Dakota** (BC67-RA36); **Ohio** (BC67-RA37); **Oregon** (BC67-RA39); **Wisconsin** (BC67-RA51).

Foreign Trade

Bunker oil and coal laden in the United States on vessels engaged in foreign trade: November 1970 (FT 810). Annual subscription $1. Single copy 10¢.

Trade area, coastal district, customs district, port of lading or unlading, and type of service: October 1970 (FT 985). Annual subscription (FT 900, 975, 985, and 986 combined) $3. Single copy 10¢.

Industry

1967 Census of Manufactures

Summary and Subject Series. Each report contains detailed final statistics for an individual subject, such as size of establishments, inventories, capital expenditures, fuels and electric energy, water consumption, and distribution of sales of manufactured products.

General summary (MC67(1)-1). 92pp. $1.

Size of establishments (MC67(1)-2). 128 pp. $1.25.

Expenditures for plant and equipment (MC67(1)-5). 32pp. 40¢.

Selected metalworking operations (MC67 (1)-8). 50pp. 50¢.

1967 Census of Mineral Industries

Iron ores (MIC67(1)-10A). 20pp. 40¢.

Copper, lead, zinc, gold, and silver ores (MIC67(1)-10B). 40 pp. 55¢.

Bauxite and ferroalloy ores, except vanadium (MIC67(1)-10C). 24pp. 40¢.

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Nonmetallic minerals (except fuels) services and miscellaneous nonmetallic minerals (MIC67(1)-14E). 44pp. 55¢.

Current Industrial Reports

Insulated wire and cable: 1969 (Series: MA-33L(69)-1. 8pp. 25¢.

Construction machinery. 1969 (Series: MA-35D(69)-1). 23pp. 25¢. $1 per year (including MQ-35D).

Electric lighting fixtures: 1969 (Series: MA-36L(69)-1). 4pp. 25¢.

Sales of lubricating and industrial oils and greases: 1969 (Series: MA-29C(69)-1). 12pp. 25¢ per copy.

Annual survey of manufactures: 1968 (M68 (AS)-2). 44pp. 25¢. This report is a preprint of a chapter in the Annual Survey of Manufactures' 1968 volume.

Annual survey of manufactures—1968 (M68(AS)-6). 4pp. 25¢. General statistics for divisions and States.

Population

1970 Census of Population

Final Counts—Advance Reports:

Colorado (PC(V1)-7). 12pp. 25¢.

South Carolina (PC(V1)-42—Revised). 12pp. 25¢.

Washington (PC(V1)-49). 12pp. 25¢.

Current Population Reports

Educational attainment in 30 selected standard metropolitan statistical areas: 1967 (Series: P-20, No. 209). 14pp. 15¢.

ECONOMIC DEVELOPMENT

Economic development. January 1971. Vol. 8, No. 1. Annual subscription $1 (50¢ more for foreign mailing). Single copy 15¢.

SCIENCE AND TECHNOLOGY

NATIONAL OCEANIC AND ATMOSPHERIC ADMINISTRATION

Winter Storms. 8pp. 15¢. Illustrated. This brochure discusses winter storms and their parts: freezing rain, freezing drizzle, ice storms, snow and cold waves. It graphically shows how storms begin. Also gives rules to follow if trapped in a blizzard.

Mariners Weather Log. Vol. 15, No. 1. Inquiries concerning distribution should be addressed to: Environmental Data Service, Gramax Building (D433), Silver Spring, Md. 20910.

Preliminary determination of epicenters. Monthly listings, September 1970. 8pp. Annual subscription $1.50 (50¢ more for foreign mailing). Single copy 15¢. These reports list the approximate locations of earthquakes anywhere in the world, with origin time, latitude, longitude, region of occurrence, depth, magnitude, and when available, comments on damage and casualties and miscellaneous information.

The Santa Rosa, California, earthquakes of Oct. 1, 1969. 1970. 108pp. $2. This report is essentially directed toward the engineering aspects of the earthquakes; however, some seismic data is included.

A comparison of methods for computing gravitational potential derivatives (ESSA TR C&GS 40). 38pp. 40¢.

PATENT OFFICE NOTICE

Effective with Volume 883, No. 1, Feb. 2, 1971, the **Official Gazette** will be issued as two separate publications, one dealing with patents and the other with trademarks, and will no longer contain decisions in Patent and Trademark Cases. Also effective with this issue the annual subscription prices will be:

Official Gazette, Patents. $89 ($22.25 more for foreign mailing). Single copy $2.

Official Gazette, Trademarks. $17 ($4.25 more for foreign mailing). Single copy 40¢.

Current subscribers to the *Official Gazette* will receive *Official Gazette, Patents* for the balance of their subscription at no additional cost. Current subscribers to the Trademark Section of the *Official Gazette* will receive *Official Gazette, Trademarks.* Subscribers to the Official Gazette who wish to receive *Official Gazette, Trademarks,* should remit the price indicated above.

Effective with Volume 882, No. 4, Jan. 26, 1971, *Decision Leaflets* will be discontinued by the Patent Office. The Patent Notices section of Decision Leaflets will be contained in *Official Gazette, Patents.* Decisions in Patent and Trademark cases are available from non-government organizations. For a listing of these organizations write: Commissioner of Patents, Washington, D.C. 20231.

NATIONAL BUREAU OF STANDARDS

Comprehensive strength of slender concrete masonry walls (BSS 33). 32pp. 40¢. Sixty reinforced and unreinforced concrete masonry walls of different slenderness ratios were tested to failure under vertical loads applied axially and at various eccentricities. Prism specimens, made of similar materials, were also tested under the same loading conditions.

National Standard Reference Data System

Selected tables of atomic spectra—Atomic energy levels and multiplet tables CI, CII, CIII, CIV, CV, CVI (NSRDS-NBS 3, Section 3). 71pp. $1. The present publication is the third Section of a current revision of two sets of tables containing data on atomic spectra as derived from analyses of optical spectra. Part A contains the atomic energy levels and Part B the multiplet tables. All six spectra of carbon, CI through CVI are included.

Engineering and instrumentation—Section C of the Journal of Research of the National Bureau of Standards. Vol. 74C, Nos. 1 & 2, Jan.-June 1970. Annual subscription (issued quarterly) $5 ($1.25 more for foreign mailing). Single copy $1.25.

Viscosity of a standard borosilicate glass (Spec. Publ. 260-23). 10pp. 25¢. The viscosity of a borosilicate glass has been measured. Determinations were made in the range of 10^2 to 10^{15} poises (1525 to 470° C). Measurements were made by the rotating cylinder, fiber elongation, beam bending, and parallel-plate methods. The results have been evaluated and the glass has been issued as Standard Reference Material No. 717.

Technical Notes

Activation analysis section: summary of activities July 1969 to June 1970 (Tech. Note 548). 164pp. $1.25. This section has the responsibility to develop and apply measurement techniques for the quantitative and qualitative analysis of materials through the use of nuclear reactions.

Separation and purification section: summary of activities July 1969 to June 1970 (Tech. Note 549). 86pp. 75¢. The work of this section is devoted to those problems of science and measurement in the separations field that seem most significant in terms of the larger goals of the National Bureau of Standards. Energy is divided between the long and short range, the basic and the applied, and between the abstract need for the related supportive knowledge and a more direct need for constructive accomplishment.

NATIONAL TECHNICAL INFORMATION SERVICE

Order the following reports on Government-sponsored research from: National Technical Information Service, 5285 Port Royal Road, Springfield, Virginia 22151. Make check or money order payable to National Technical Information Service. Price for each document is $3 (microfiche 65¢), unless otherwise specified.

Integration of home health and extended care facility services into a prepaid, comprehensive group practice plan (PB-196 021). Kaiser Foundation Research Institute, Portland, Ore., for the National Center for Health Services Research and Development, paper copy $6 (microfiche 95¢). 410pp. Presents theoretical basis and demonstration for extending, laterally, the institutional health care system. Report discusses addition of extended care facilities and home health services to make available critical care beds as soon as patients enter non-complicated convalescence.

Trade designations of plastics and related materials (revised). (AD-715 401). Plastics Technical Evaluation Center, Picatinny Arsenal, Dover, N.J. Paper copy $6 (microfiche 95¢). 176pp. Compiles approximately 5,100 trademarks and brand names of plastics and related materials together with a short description of the item and the name of the manufacturer. Report supersedes AD-481 788 dated Dec. 1965.

An economic analysis of the cobalt industry (PB-195 821). Charles River Associates, Inc., Cambridge, Mass., for the General Services Admin., Dec. 1969, 283pp. Presents an economic and econometric analysis, with emphasis on factors that affect the level of price and rates of production and consumption of cobalt.

Economic analysis of the chromium industry (PB-196 057). Charles River Associates, Inc., Cambridge, Mass., for the General Services Admin. Paper copy $6 (microfiche 95¢), 347pp. Investigates and analyzes the chromium industry and presents econometric estimates of those factors that bear on the course of the industry.

Industrial psychology in the seventies and beyond (AD-715 451). Univ. of Minnesota, Minneapolis, for the Navy. 45pp. Discusses industrial psychology's research models for meeting requirements in future years; issues in future organizations related to trends in the world of work, changes in technology, and new values; and eras of industrial psychology over the past forty years.

Case studies of Government cooperation in founding new industries: with implications for marine resource developments (PB-196 038). National Planning Association, Washington, D.C. for the National Science Foundation. 133pp. Presents case studies dealing with development of the synthetic rubber industry, civilian uses of atomic energy, and establishment of the Communications Satellite Corporation.

The following reports concerning organization of the Federal Government with respect to administration of public lands; the process of formulating the budget for public land programs; and problems that arise in the administration of public lands as a result of organization, administration, and budgeting policies of the Federal Government are available:

Organization, administration, and budgeting policy, volume I: Report (PB-195 661). Public Land Law Review Commission. Washington, D.C., 149 pp.

Organization, administration, and budgeting policy, volume II: Appendices (PB-195 662). Paper copy $6 (microfiche 95¢). 440 pp. Contains several papers relative to specific aspects of the overall subject.

Criteria for public land decisions (PB-195 966). Public Land Law Review Commission, Washington, D.C., paper copy $6 (microfiche 95¢). 470pp. Describes a framework for evaluation of public land policies and programs.

Top management decision-making in large organizations (PB-196 163). MITRE Corp., Bedford, Mass., 14pp. Discusses premises on which the design of the Development Concept Paper (DCP) System rests and the strategy used to deal with each of them.

A prototype management decision system for planning and control (AD-715 663). Univ. of Pennsylvania, Philadelphia, for the Navy, 33pp.

Ionospheric predictions for April 1971. No 97. Annual subscription $2.50. (75¢ more for foreign mailing). Single copy 25¢. These ionospheric predictions are issued monthly as an aid in determining the best sky-wave frequencies over any transmission path, at any time of day, for average conditions for the month.

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